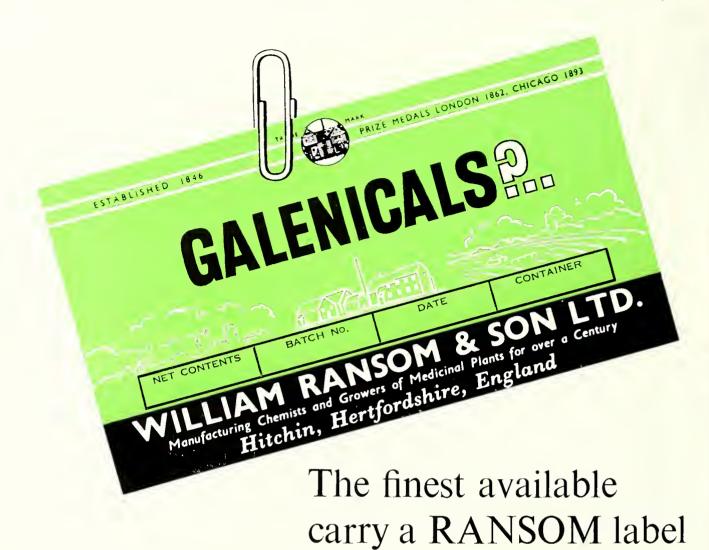
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CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

DECEMBER 16 1961





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THE CHEMIST AND DRUGGIST

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland

December 16, 1961

No. 4270

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PUBLISHED BY

Cumulative price list (home copies only), loose supplement.

MORGAN BROTHERS (PUBLISHERS), LTD., at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565

Telegrams: Chemicus. Estrand, London

MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

(C) MORGAN BROTHERS (PUBLISHERS), LTD. 1961

GLASGOW: 160 Nether Auldhouse Road. S.3. Phone: Langside 2679, LEEDS, 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438, WOLVERHAMPTON: 89 Woodland Avenue. Tettenham Wood. Phone: Wolverhampton 52301.

ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year Book, £2 10s. Single copies one shilling each.

per month). Multiple pharmacies dispensed 32·1 per cent, (an average of 1,383 per shop per month); N.H.S. payments amounted to 23.6 per cent, of the total turnover in multiple pharmacies and 33.0 per cent. in indepen-

Efficiency in Retailing

WORK-STUDY FILM MADE IN PHARMACY

THE pharmacy of the Kidderminster Co-operative Society, Ltd., Oxford Street, Kidderminster, Worcs, was used by the British Productivity Council for a filmed practical exercise, "Method a filmed practical exercise, "Method Study and Retailing." The film provides an alternative to a method study exercise on actual shop premises, where recording by direct observation or by closed-circuit television is not applicable. The exercise is intended for inclusion in method-study appreciation courses for retailers. The lecturer uses the film to provide information for an analysis of existing shop layout as it affects both staff and customers, with the aim of developing an improved layout. The British Productivity Council, through its regional officers and local committees and associations, undertakes to arrange such courses, which vary in length and detail according to the requirement of the group.

Cine Cameras in U.S.

SHIFT AWAY FROM THE 16 mm.

TECHNICAL improvements in the quality of 8-mm. film and in 8-mm. cine cameras have caused a shift away from 16-mm, cameras in the United States so far as amateurs are concerned, according to Mr. Everett Wagner (vice-

president, Bell & Howell, Chicago). Mr. Wagner, who was recently visiting Rank Precision Industries, Ltd., in London. He estimated that less than 1 per cent. of the cameras now sold were 16-mm. Questioned on the prevalence of price cutting, he said that dealers were quite successful despite competition from discount houses. The ordinary dealer held his own by virtue of the service and advice he was able to give. He thought the American dealer undertook part-exchange more frequently than in Britain, and it was not unusual for him to devote half of his window area to used

Radiation Injury

PREVENTION AND TREATMENT

THE World Health Organisation has published a report of a meeting of experts last year which discussed the diagnosis and treatment of acute radiation injury. The report states that certain chemical compounds have been found to increase the resistance of body tissues to injury by ionising radiation. Among these the mercaptopurine derivatives appear to have a possible clinical application. Comparative trials on laboratory animals in the Union of Soviet Socialist Republics have shown AET (aminoethylisothiuronium) to give greater protection than either cysteamine (β -mercaptoethylamine) or MPA (mercaptopropylamine), with less toxic side-effects. It is not known whether AET is sufficiently non-toxic to be administered over a long period to employees engaged in radiation work, or if it offers sufficient protection to justify such dosage. For symptomatic treatment following over - exposure,

French workers recommend diets sup-plemented with vitamins, amino-acids, liver and adrenocortical extracts. Because irradiation leads to agranulocytosis the report adds that prevention of infection "exceeds all other measures in importance." Antibiotics are recommended for treating any sepsis.

Higher Freight Rates

IN FORCE FROM JANUARY 1, 1962

CHARGES for carrying parcels by train, and goods by British Road Services, are being increased during 1962, according to a statement by the British Transport Commission on December 11. Rates for parcels at owner's risk by passenger train are to go up by not more than 10 per cent. on January 1. Charges for small consignments by merchandise train are being increased on February 1 by $2\frac{1}{2}$ -10 per cent., depending on the weight and class of goods. British Road Services have not announced the date from which their new rates will operate, but the Road Haulage Association has announced that its members are likely to introduce increases of $7\frac{1}{2}$ per cent. on January 1.

IRISH NEWS

THE NORTH

Health Services Board

MONTHLY MEETING IN BELFAST

IT was reported at the November meeting of the Northern Ireland General Health Services Board in Belfast on November 29 that, when the Board had gone into committee at the October meeting, a Services Committee matter involving the chairman's recommendations under modified procedure, had been dealt with. It concerned com-plaints against two chemists. The Board adopted the recommendations of the chairman of the Services Committee for their disposal without a full investigation. Pharmaceutical services accounts for payment at November 30 totalled £200,321. The committee submitted for the Board's approval a supplementary estimate for 1961-62. It included an original estimate of £2,977,500 for pharmical matrices which formers had maceutical services, which figures had been revised to £2,842,000, a decrease of £135,000.

PURCHASE TAX CHANGES

New list of exempted drugs

THE Treasury has made the Purchase Tax (No. 2) Order, 1961 (S.I. No. 2285), which extends the schedule of essential drugs and medicines exempted from purchase tax under the Purchase Tax (No. 4) Order, 1960, as amended by the Purchase Tax (No. 1) Order, 1961, which are revoked.

The new items exempted from tax and extensions of existing items (which are in italics) are given below. The name of the corresponding proprietary products are, where known, given in square brackets after the entry.

HEAD I

Hexaehlorophane solutions in oil prepared solely for internal administration for veterinary purposes which contain not less than 5 per eent. (by weight) of hexaehlorophane as the sole active ingre-

Vaporising fluids containing not less than 85 per eent. (by volume) of eresols for use, undiluted, as inhalants.

HEAD II

Dequalinium salts, 1-alkyl-4-aminoquinaldinium salts, and mixtures of these substanees, whether or not mixed with benzocaine.

Sodium phytate [Reneal]. 2-(4-Thiazolyl) benzimidazole.

HEAD III

Barbiturie aeid and thiobarbiturie aeid, derivatives and salts thereof, whether or not mixed with one or more of the fol-

lowing substances, that is to say, aluminium aeetysalieylate, amidopyrine, bromvaletone, phenacetin, phenyldimethylisopropylpyrazolone, and sodium dihydroxyaluminiumaminoacetate bural].

Chlorthalidone [Hygroton].

Di-hydroeodeine, and thereof [DF 118].

N-(a-Dimethylaminopropionyl)-phenothiazine methobromide [Seeergan].

[Ferromyn, Ferrous sueeinate tablets. eapsules, elixirl.

Fluphenazine, and salts thereof [Moditen]. Isoearboxazid, and salts thereof [Marplan]. Lignoeaine, and salts thereof, whether or not mixed with cetyl pyridinium chloride, eucalyptol and menthol [Zyloeaine spray].

Noscapine and salts thereof, whether or not mixed with paracetamol and terpin hydrate [Triotussie].

Phenaetropinium salts [Trophenium].

Pheniprazine, and salts thereof [Cavodil]. The following substance, and salts and derivatives thereof:-

Cinnarizine [Mitronal].

All drugs and medicines previously exempted under the revoked Orders remain exempt under the new Order but certain of the drugs now appear under the name approved by the British Pharmacopeia Commission. The Order applies to goods which were dispatched to the retail trade from December 8.

IRISH BREVITIES

THE REPUBLIC

In the Dail on November 30, the Minister for Health (Mr. S. MacEntee), moved the introduction of the Pharmacy Bill, 1961, to permit of the Bill being circulated during the Christmas recess of the Dail. The text of the Bill is not yet available for circulation. It is expected, however, that the Bill will be considered in the Dail in its next session, which begins in February 1962.

An increase in revenue in wholesale and retail sections was recorded by Miss E. Flynn in her report as secretary to the annual meeting of the pharmacy branch, St. Joseph's Young Priests' Society, in Dublin on November 21. Subscriptions for the year totalled £364, against £284 in 1960. It included subscriptions of £137 from the wholesale section and £116 from the retail.

NEWS IN BRIEF

THE retail sales index for November is provisionally estimated at 115, unchanged from Oetober (1957=100).

A LEUKÆMIA research unit has been opened at the Hospital for Sick Children, Great Ormond Street, London, W.C.1.

A VAN erashed through the window of Breeze's Drug Co., 405 High Street, Stratford, London, E.15, on November 30, causing havoc to a display of Christmas goods.

RESIDENTS of the Hamstead Road area of Great Barr, Birmingham, are petitioning West Bromwich town council for a pharmacy. The nearest one, they complain, is three-quarters of a mile away.

TRADERS' Road Transport Association, the national body for firms operating commercial vehicles under a C licence, is appealing to members to do whatever they can to help the Christmas traffic arrangements both in London and elsewhere.

THE National Health Service (Designation of London Teaching Hospitals) Order, 1961 (H.M. Stationery Office, price threepence) adds Qucen Mary's (Roehampton) hospital to the Westminster group of teaching hospitals.

A RETURN of rates and rateable values published on November 22 (H.M. Stationery Office, price 5s.), by the Ministry of Housing and Local Government showed that the average rate levied in England and Wales for 1961-62 was 20s. 9d. compared with 19s. 10d. in 1960-61.

RESIDENTS of the West End district of Oswaldtwistle, Accrington, Lancs, who are complaining that the area has no pharmacy, were informed at a meeting of the district council on November 30 that provision would probably be made for a pharmacy among shops to be erected in Thwaites Road.

THE Board of Trade's announcement that they were considering an application for the imposition of an antidumping duty on polyethylene imported from the United States of America (see C. & D., December 2, p. 596), has now been extended to cover imports from Italy. Representations should be submitted not later than December 22.

THE British Nuclear Energy Society is to be established on January 1, 1962, in succession to the six-years-old British Nuclear Energy Conference. The aim of the society will be to provide a central forum for discussion and a quarterly publication. Meetings will be held at the Institution of Civil Engineers, 1 Great George Street, London, S.W.1.

THE National Safety Contest, which is open until February 17, 1962, is offering £500 for ideas to reduce aceidents at work, on the roads and in the home. The prize money is to be shared among six finalists and there will be a special first prize of £50 for competitors under sixteen years of age. Entry forms and posters are available from the National Safety Contest, 36 Whitefriars Street, Fleet Street, London, E.C.4.

TOPICAL REFLECTIONS

By Xrayser

Laugh and grow fat

Sir Derrick Dunlop (professor of therapeutic and clinical medicine, Edinburgh University) had something to say on the subject of human weights and measures when he addressed the second health conference for executives in London recently (p. 624). The speaker expressed his disapproval of the use of weight-reducing drugs of the kind which rely for their effect on the taking away of appetite, the objections being that they lose their effect in a short time and that they may lead to serious disturbances in behaviour, to insomnia, and even to addiction. There is, unfortunately, no doubt that all of those characteristics have been proved to exist, and the legislation which controlled the sale of such drugs was already long overdue when legal control was first established. The onus of the decision to take the anorectics is no longer one for the business executive to whom Professor Dunlop addressed himself, but is the prerogative of his medical adviser. To that extent the advice may have appeared to be directed to the wrong target, but the speaker offered good advice to his hearers when he counselled the need to avoid fatness. That is quite different from the difficult process of painlessly and harmlessly removing that which is already present. It might be thought that the conference for executives who, we are told, do a great deal of business while discussing a substantial lunch, would listen to the advice offered were it not that the quest for increased business has already incubated a duodenal ulcer and an appearance of wan anxiety. Pharmacists may feel thankful that the problem of making a lot of money quickly is not an occupational hazard, and that, in the warm sunshine radiating from the Committee of Public Accounts, they may continue to laugh and grow fat.

Flat percentage

During the debate on the Reports of the Public Accounts Committee (p. 637), Mr. Harold Wilson (chairman) referred to chemists' remuneration. I have no objection to his doing so, for any Member of Parliament who does not stands condemned. Mr. Wilson in referring to the 1959 costing and settlement, said that it should be remembered that the "flat percentage" (i.e. the oncost) added to raw material and other costs meant "an automatic windfall gain to the pharmacist as a result of the higher prices charged by the manufacturers." The speaker seems to be mathematically on sound lines in his argument, but it seems to me-and I have not the skill of Mr. Wilson in such matters—that it is just possible that the converse holds true, and that when a widespread reduction in prices is announced by the manufacturer, there might possibly be an automatic loss to the pharmacist as a result of the lower prices charged. But perhaps that argument is not one which interests the Public Accounts Committee. important point to Mr. Wilson seems to be that, in his estimation, the costs of manufacturers had increased more than the running costs of the chemists' shop, and that had involved an automatic increase not envisaged by the Ministry in 1956—a state of affairs upsetting both to the Ministry and the Public Accounts Committee.

Health clinic

Because of the lack of pharmaceutical facilities on new housing estates at Stoke-on-Trent, the local Executive Council is reported to be considering establishing pharmacies at health clinics. The reason given (p. 625) is that people have long distances to go to have their prescriptions dispensed. The information is of critical importance, in principle at least, for it underlines the concern expressed in pars. 43-45 of the report on the General Practice of Pharmacy. There it is stated that a responsibility rests on the profession to ensure that it can and does give an adequate service, and that a degree of central and local planning is necessary to that end. It may be that there are too few people to make a pharmacy self-supporting at those points. The proposals of the Executive Council present official pharmacy with a problem that cannot be lightly dismissed.

N.P.U. CHAIRMAN AT LEEDS

Minister's promise "A Great Step Forward"

MR. ALBERT HOWELLS (chairman, National Pharmaceutical Union) attracted a large attendance at a meeting of the Leeds Branch of the N.P.U. on November 23. He told his audience that where pharmacists had failed in the past was in accepting a dispensing fee that, quite wrongly, was looked upon as covering the work involved in connection with a particular item. That might be right for private practice, where the fee could be adjusted to suit the circumstances, but for a national service a very different system was needed. "We have made it quite clear," said Mr. Howells, "that we are not interested in a change of name. The professional fee will take note of all the factors previously missed in calculating the dispensing fee in addition to those already in use." "Oncost," on the other hand, should look after the commercial side of the work on the other hand, should look and should be so fixed that, after paying all expenses in connection with the trading side, a reasonable margin of profit remained. He went on "I want to make it quite clear that this is not an attempt to be paid twice for the same thing. Nothing that has been covered by the professional fee will be charged to the commercial side. We are asking for fair and reasonable remuneration and that the facts and figures needed to establish that level shall be obtained by simple sensible methods." The June conference had approved the new method of approach and had instructed the Central N.H.S. (Chemist Contractors) Committee to put in its claim for a professional fee and other items. At the time the claim was presented the Ministry had under consideration a proposal to introduce changes in remuneration that would have resulted in a cut of about £3 millions. "We rejected this as quite unacceptable, and the Minister imposed the new terms, as the regulations permitted him to do, from November 1." A serious position had arisen and it had been necessary to call a conference and take instructions.

"Most Satisfactory So Far"

In the meantime a meeting with the Ministry had taken place, Mr. Howells described the meeting with the Permanent Secretary (Sir Bruce Fraser) as the most satisfactory they had had with him so far. "For the first time, it seemed to us, he was prepared to listen, and we felt that we had been able to state our case for recognition and separation with some hope of its being considered." The meeting with the Minister had produced plain speaking on both sides. "For our part we felt that we were not using the same language. The result was that he accepted the fact that a professional fee and a dispensing fee were not one and the same thing and promised to explore the possibility with an open mind. If it were found possible to isolate a professional element in the remuneration, that element could then be looked at by reference to relevant movements in the level of 'profes-

sional' rewards and not by reference to trading profits." The Minister had confirmed that promise by letter on November 15.

At the conference on November 15 (C. & D., November 25, p. 572), the discussion had ranged from heated demands for immediate withdrawal to sober recognition that withdrawal now was not practical or necessary. The platform was accused of having suffered a defeat and trying to turn it into a victory. The overwhelming majority of representatives, however,

recognised that neither was correct. The Committee had not been defeated and had not won. The promise obtained from the Minister was a great step forward. "I have no doubt," said Mr. Howells. "but that the fight will be long and hard before we obtain the reward we are entitled to. Win it we must and all pharmacists must unite to that end. . . "The conference had passed a resolution recommending the formation of an Associates' Section and he was in wholehearted support of that step being taken, The conference had also agreed to the stepping-up of the public-relations campaign, and Mr. Howells believed that to be most important.

COVENTRY BRANCH DINNER AND DANCE

Chairman's plea for new unity of leadership

CUTS in National Health Service remuneration were criticised by Mr. Tom Reid (immediate past-president of the Pharmaceutical Society) speaking at the annual dinner and dance of the Coventry and Warwickshire Branch at Coventry on November 16. Replying to the Toast to the Society which had been proposed by Mr. H. S. Linton (chairman), Mr. Reid said "We feel a deep sense of injustice at the present time, for we firmly believe in the rights of our cause." Pharmacy, particularly on the retail side, was going through a worrying time due to the action of the Ministry of Health in cutting the payments they received under the Health Service. "We know that the Government has called for economies, restraints, a wages pause and a profits freeze," Mr. Reid went on. "The difference in our case is that we have not had a claim for an increase turned down or deferred; pharmacy alone has suffered a cut. We have also been denied the right to put our case to arbitration or an increase turned committee of inquiry."

Mr. Reid said that pharmacists had an "outstanding record" for the way they discharged their duty and cooperated with the medical profession. He told them: "You have in this branch 282 members out of a total in the society of 28,000, so you have a 100th part of the responsibility for what happens in pharmacy." The speaker congratulated the Lord Mayor and the City Council on the "fine job" they had done in redeveloping the city centre.

Referring to the Health Service cuts, Mr. Linton had said: "I cannot go into the pros and cons of what is going on under the dictation of the Ministry of Health. We shall have to wait and see. We need a new unity of leadership in pharmacy," he said, "and I hope it will be possible to look to the Society for this." Referring to the report of the Committee on the General Practice of Pharmacy Mr. Linton said: "Before its recommendations can be brought into effect, however, there will have to be a change of remuneration."

Proposing a toast to the guests, Mr. M. J. L. Kirkland (vice-chairman) said that never before in the history of the profession had its relationship with the medical profession been so cordial. The guests he welcomed included Dr. E. C. K. Kenderdine (chairman of

Coventry division of the British Medical Association).

Replying, the Lord Mayor (Alderman W. Callow) said that as a member of the health authority, he was appreciative of the work done by the organisation, and its contribution to the health of the city. "There are still, however, many districts where the presence of a qualified pharmacist would remove a headache from members of the local authority," he said. A tombola held during the course of the evening raised over £40 for the Pharmaceutical Society's Benevolent Fund.

BRANCH EVENTS

HERTFORD

On-the-spot Caricatures

WITH the help of sketches which he made of members of his audience, Mr. W. M. Hutson, C. & D. artist, recently revealed the methods which he customarily uses in his work, the features to be looked for in his subject, and the ways in which they may be used to best advantage. A spontaneous cross-talk act between the artist and his subjects enlivened the proceedings and delighted the audience. Mr. Hutson also demonstrated the way in which scribbled lines can form the basis for a comic drawing.

CROYDON

Dinner and Dance

TOASTING "The Croydon Branch and Association" at their annual dinner and dance on November 15, Mr. A. Howells (chairman, National Pharmaceutical Union) mentioned that the Branch's first chairman, in 1923, had been the late Sir William Glyn-Jones, M.P., founder of the Proprietary Articles Trade Association. Mr. Howells told the 230 diners that their Association dated back to 1909 and that two founder members were present. The chairman (Mr. D. C. F. Williams) in reply expressed every confidence in the Central N.H.S. (Chemist Contractors) Committee in their negotiations with the Ministry of Health, That opinion was endorsed by the Branch secretary (Major E. Titterington) who proposed "The Guests." Replying to the toast Dr. M. K. Thompson, a local "G.P.," said that throughout his years in general practice he had received every help and encouragement from pharmacists.



IN PARLIAMENT

By a Member of the Press Gallery, House of Commons

ANNOUNCEMENTS were made in both Houses of Parliament on December 7 that, subject to the progress of business, Parliament would adjourn on December 21 until January 23, 1962.

Brucellosis Vaccination

MR. CHRISTOPHER SOAMES (Minister of Agriculture, Fisheries and Food) in a written reply to MR. P. BROWNE on December 7, said that a free calf-vaccination service against brucellosis would be introduced in England, Wales and Scotland on May 1, 1962.

Shops and Offices

Asked by Mr. Hector Hughes on December 7 about legislation to protect the health, welfare and safety of workers in shops and offices Mr. Harold Macmillan (Prime Minister) stated that it was the Government's intention to introduce a Bill during the next session.

Sterile Syringe Service

MR. L. A. PAVITT asked the Minister of Health what would be the cost of supplying a sterile syringe service to all general practitioners in England and Wales within the National Health Service. MR. ENOCH POWELL (Minister of Health) in a written reply on December 8 stated he could not make a reliable estimate.

Thalidomide Preparations

LORD BALNIEL asked the Minister of Health why it was intended to continue, until stocks were exhausted, to use the drugs Distaval, Valgraine, Valgis and Tensival in the hospital service, when the distributing company had asked chemists to return all their stocks of those drugs. MR. POWELL in a written reply on December 11 stated he was not aware of such an intention.

Approved Names

Dr. Barnett Stross asked the Minister of Health whether he was aware that there were at least five suspensions of penicillin V, with different trade names, but identical in composition, and that many firms marketed identical preparations of hydrocortisone ointments and creams with differing trade names; and, in view of that, whether would advise that prescribing on EC10 forms should be according to the official standards and names as laid down by the British Pharmacopæia and the British Pharmaceutical Codex. Mr. Powell in a written reply on December 11 stated "Yes Doctors have already been asked to prescribe by official titles."

Prescription Charges

Replying to questioners on December 11, MR. POWELL said he was watching continuously the position concerning the 2s. prescription charge, but found no reason for altering it. MRS. J. S. BUTLER asked if the Minister was aware that a constituent paid 1s. for an eye ointment over the counter and subsequently had to pay 2s. for an identical tube on a prescription. Did he realise "that busy chemists cannot pos-

sibly operate two systems of prescribing? Is it not time that this moneywasting, time-wasting and temperfraying stupidity was removed altogether?" MR. POWELL said he had no reason to believe that it was wasting money. Mr. K. Robinson asked: "Is not the Minister aware that on the first seven months' experience there has been a drop in the number of prescriptions of 24 million per year, which is three times the rate which he estimated when he drew up the Estimates for the current year? In view of that is there not prima facie evidence that people are suffering hardship and are not getting the medicines they need? Will he review the whole arrangement?" MR.
POWELL: "There was bound to be a fall in the number of prescriptions, if only because of the increase in prescribing for a longer period, which was very desirable. I still would not con-sider that we have had anything like enough experience of the working of the charge to assess the overall effect.'

COMPANY NEWS

Previous year's figures in parentheses

GLAXO LABORATORIES, LTD.— Sir Harry Jephcott (chairman) at the annual meeting on December 11, said that sales this year were up on last year and that increase was being steadily maintained.

FISONS HORTICULTURE, LTD.—The company have acquired the business and goodwill of Clay & Son, Ltd. The managing director of Fisons Horticulture, Ltd. (Mr. F. J. Heath) and codirector (Mr. P. M. A. Packard) have joined the board of Messrs, Clay; Mr. Heath is chairman.

SMITH & NEPHEW ASSOCIATED COMPANIES, LTD.—Group sales for the first 40 weeks, to October 7, 1961, show an increase of 17 per cent. over the comparable 1960 period, while the profit rose by 14 per cent. Of the increase in sales, 4 per cent, arises from the inclusion of those of the Parazone Co., acquired early in 1961. Gross profit amounted to £2,001,000, against £1,788,000, and after deducting non-recurring items, £47,000 (£77,000), there is a balance, before tax and minority interests, of £1,954,000 (£1,711,000).

BEECHAM GROUP, LTD.—A new management structure has been adopted by the creation of three separate divisional management companies to deal with the group's three main fields of activity. They are: food and drink division—chairman, Mr. A. E. V. Houchen; toiletry division—chairman, Mr. A. C. Fabricius; and pharmaceutical division—chairman, Mr. C. D. W. Stafford. The chairmen of those divisions are executive directors of Beecham Group, Ltd., and are also chairmen of several of the major operating companies which comprise the new divisions.

DISTILLERS CO., LTD.—Trading profit of the group for the half-year ended September 30 after charging depreciation is estimated at £16,125,000 (£15,922,000 for the corresponding

period). Income from trade investments amounted to £610,000 (£556,000) and after charging interest on debenture and loan stocks £287,000 (£315,000) and eliminating the interests of outside shareholders £89,000 (£232,000) the ne profit before taxation attributable to the company is £16,359,000 (£15,931,000). The industrial group (which now in cludes British Xylonite Co., Ltd.) experienced a sharp reduction in profit An interim dividend of 6 per cent. (5 per cent, equivalent) is declared by the board.

ROLLS RAZOR, LTD.—Mr. R Reader Harris (chairman) reports that in 1960 the company made a net loss of £232,000, against an estimated profit of £30,000, after charging £207,000 for non-recurring expenditure. No dividends are being paid for the period But interim group accounts of Rolls and Mr. John Bloom's Electromatic Washing Machine Co. (which is being acquired from January 1) show a pre-tax profit of about £280,000 for the nine months to September 30. The board plan to resume dividends on the preferred capital for the current year. but any decision on a deferred dividend will be taken when the full year's accounts are ready. The directors are exploring the field of discount stores which they consider "could have the same success in this country as in the United States.

LEWIS & BURROWS, LTD.—Plans are to be submitted for a capital reorganisation which will include an Ordinary rights issue at about £4 per £1 share to raise a further £250,000. Mr. S. K. Zilkha (chairman) says that for the past eighteen months the manage-ment has been tackling the "formid-able" and expensive task of installing a new administrative system, while, in order to extend the range of merchandise sold, it was decided to set up departments for the "mother and child" trade. He also reports a decision to sell or close all the small and uneconomic Lewis & Burrows pharmacies, and to modernise others. Approximately £60,000 has been spent, and the turnover in modernised branches is now running at about 35 per cent, above pre-modernisation figures. The chairman says property holding arrangements are being progressively improved and rationalised. This policy has already "yielded substantial advantages" and further advantages are hoped to accrue in the future but the changes have necessarily adversely affected trading results.

INQUESTS

"Not Keeping to the Law."—Recording a verdict of "Suicide while the balance of the mind was disturbed" at an inquest recently on B. Wild, an unemployed labourer, Dukes Crescent, Edlington, Doncaster, who died from barbiturate poisoning, the Doncaster district coroner commented: "Somebody is not keeping to the law." He was referring to the mystery of how Wild had obtained cyclobarbitone tablets without a medical prescription. Two boxes of tablets were found in his pockets, but inquiries failed to show the source from which they had been acquired.

LEGAL REPORTS

Illegal Sales

CHARGED with selling a poison when not authorised to do so, and selling it in an unlabelled container, Lincoln Co-operative Society, Ltd., were convicted at Horncastle magistrates' court, recently, fined £10, and ordered to pay £10 advocate's fee. It was alleged by the prosecution that the poison (contained in the preparation Sea Legs) was purchased at the Society's Horncastle branch, and that the bottle did not bear the name of the seller, or the address of the premises. The manageress (Mrs. Hare) was not a pharmacist. Defending solicitor commented that the tablets "did not go on the Poisons List until April 1960, and were the safest of any drug of their kind."—
PROSECUTING for the Pharmaceutical Society at the Rotherham magistrates court on November 21, Mr. N. W. Field said that an agent of the Society had visited the shop of Harold Smith, 64 Effingham Street, Rotherham, and purchased "what might be thought to be reasonably harmless articles— Savlon lozenges." The lozenges, because of their benzocaine content, came within the scope of the Pharmacy and Poisons Act, 1933, and should not have been sold by Mr. Smith. "As far as the Society are concerned there is no more or less to it than that . . . but the principle behind the Act is of the greatest importance for the protection of the public." The defending solicitor agreed that the Pharmaceutical Society had a duty to see that people who were not qualified did not sell poisons. Smith had sold the lozenges by mistake. He had ordered tubes of Savlon cream, but in error his suppliers had sent tablets. He did not have time to check all the supplies he had received and put the lozenges in a drawer. He did not knowingly purchase anything he was not entitled to sell. The tablets were not dangerous, the minimum dose of benzocaine that would produce local anaesthesia was the equivalent of fifteen tablets. Smith pleaded guilty and was fined £2 for illegally selling a poison and £2 for selling a poison in a container which had not been labelled with the name of the seller and the address of the premises at which the substance was sold.

BUSINESS CHANGES

BIRKENHEAD CO-OPERATIVE CHEMISTS. LTD., have opened a pharmacy at 106 Hoole Road, Woodhurch, Birkenhead.

BRIGHTSIDE & CARBROOK CO-DPERATIVE CHEMISTS, LTD., have pened a pharmacy at 66 Middlewood Road, Sheffield.

NATIONAL CO-OPERATIVE CHEMISTS, LTD., are purchasing two pranches of B. & M. Cooper, Ltd. The pranches are at 108 Broadwater Crescent, Roebuck, Stevenage, and 113 Bedwell Crescent, Bedwell, Stevenage, Ferts.

Appointments

THOMAS MARNS, LTD., Green ane, Hounslow, Middlesex, have apointed Mr. John Brian Doughty their cretary.

LONDON RUBBER (INDUSTRIES). LTD., Hall Lane, London, E.4, have appointed Mr. T. Owens their representative for Nottinghamshire, Lincolnshire, Rutland and the Sheffield areas; and Mr. M. J. Taylor representative for North and North-west London and Hertfordshire. Both appointments take effect on January 1, 1962.

PERSONALITIES

MR. J. PAUL, M.P.S.N.I., who was elected president of the Ulster Chem-

ists' Association at a meeting of the Executive Committee on December 5 (see p. 640), qualified as a pharmacist in 1938. He joined the Association's executive in 1951 and subsequently has held the offices of honorary secretary and vicepresident. He is



the proprietor of the old-established business of McClure's Pharmacy, Ltd., 54 Hill Street, Newry, eo. Down.

MR. D. H. S. COX (group chief pharmacist to the Nottingham No. 2

Hospital Man-agement Committee) retires on December 31, having completed almost thirty - seven years as chief pharmacist the Nottingham City Hospital. Mr. Cox served his apprenticeship with the late Mr. D. Ellis, Notting ham, whom he



left in September 1914 for service with the Armed Forces. On demobilisation in 1919, he completed his training at Nottingham University College and qualified in 1920. He returned to retail pharmacy until 1925, when he was appointed chief pharmacist at the Nottingham City Hospital. A member of the Guild of Public Pharmacists for many years, Mr. Cox was responsible for the formation of the East Midlands branch in 1940. He was Guild treasurer, 1943-48; in the latter year was elected vice-president, and was president in 1949. Mr Cox is a member of the Sheffield Regional Pharmacy Advisory Committee and, since 1959, has been secretary of the Nottingham County and City Pharmaceutical Committee and is one of its representatives on the Executive Council. He is being succeeded as group chief pharmacist by Mr. W. T. Brookes, F.P.S., on January 1, 1962.

MR. H. T. DOWNER, who celebrated fifty years' service with S. Maw Son & Sons, Ltd., on November 21, represented the company in West Lancashire from 1931 to 1939 and for the past twenty-two years has been the representative in South Wales. In 1960



Mr. and Mrs. H. T. Downer (left) with Mr. Denys M. Maw (managing director).

he was also appointed deputy to the Western area manager. At a reception at the company's offices at Barnet. Herts, Mr. and Mrs. Downer were entertained by the directors and presentations were made on behalf of his friends and colleagues.

MARRIAGES

HAGGAR—ROGERS. — At Ramsgate, recently, Keith Ivan Hagger, M.P.S., 78 Powder Mill Lane, Tunbridge Wells, Kent, to Janet Marion Rogers, Ramsgate.

DEATHS

CHARLTON. — Recently, after a short illness, Mr. Walter Charlton, M.P.S., 186a Spring Bank, Hull, aged seventy-four. Mr. Charlton was in business in Spring Bank from 1920 until his retirement three years ago.

MORTON.—In hospital on December 7, Mr. Albert Morton, M.P.S., 108 High Street, Lees, Oldham, Lancs. Mr. Morton qualified in 1929.

ROY.—On December 3, Miss Anne Howe Roy, M.P.S.. 32 Kilmone Drive, Bankhead, Rutherglen, Glasgow. Miss Roy qualified in 1928.

MANUFACTURERS' ACTIVITIES

French Products on Display.— The third exhibition of French gifts and fancy goods is being held in London on February 26, 27 and 28, 1962, under the title Third Exhibition of French Creations. The show, which is for trade buyers, is being staged at Quaglino's, Bury Street, S.W.1.

Prizes for Design. — Durazone-Choice, Ltd., London, N.3, have won two first prizes in the tenth annual aerosol packaging design contest organised in the United States by the Chemical Specialities Manufacturers Association and open to all aerosol manufacturers. The awards were won in the horticultural products and "other personal products" classes.

Wall-charts on Swimming.—In collaboration with the Amateur Swimming Association and A. Wander, Ltd. (manufacturers of Ovaltine), 42 Upper Grosvenor Street, Grosvenor Square, London, W.1, Educational Productions, Ltd., East Ardsley, Wakefield, Yorks. have produced a series of three charts for those concerned with physical education. The charts illustrate the breast stroke. front crawl and back erawl swimming strokes.

NEW PRODUCTS AND PACKS

Expectorant Linctus.—Obtainable in bottles of 4 and 40 fl. oz. from wholesalers or from the wholesale division of Boots Pure Drug Co., Ltd., Station Street, Nottingham, is a new expectorant linctus, Nirolex, containing guaiphenesin, ephedrine sulphate and mepyramine maleate. Nirolex is suitable for bronchitic patients,

Potassium Supplement with Oral Diuretic.—Leo Laboratories, Ltd., 15 Clipstone Street, London, W.1, have made available a new speciality, Centyl-K tablets, each containing 2.5 mgm. of bendrofluazide and 573 mgm. of potassium chloride, to meet the requirements of doctors who prefer to give a potassium supplement with an oral diuretic. Presented as green capsule-shaped tablets, Centyl-K is available in bottles of 100 and 500.

"True Imperial Scarlet" Cosmetics.—Revlon International Corporation, 86 Brook Street, London, W.1, are "hailing the renaissance of red" with a new imperial scarlet shade: Louis XIV red, available in lipstick and nail enamel.

Available to Chemists.—George W. Luft Co., Inc., New York, U.S.A., are bringing into the United Kingdom early in 1962, "for mass distribution," their lipstick in twelve shades, matching regular and iridescent nail polishes, also in twelve shades, and a new speciality, Formula 2, described as "a superbly blended non-greasy cream and powder presented in an attractive, lightweight, easy-to-handle tube." Sole

distributors are Byard Manufacturing Co., Ltd., Nottingham.

Hairdrying Ensemble.—To add to the sales appeal of their Princess hairdrying ensemble, Pifco, Ltd., Manchester,



4, have produced a new presentation box housing all the items (hairdryer, stand, comb, hairdrying hood and hose).

CHRISTMAS HOLIDAY ARRANGEMENTS

THE "normal" Christmas holiday for most trade manufacturers and whole-salers is from closing time on Friday, December 22 until opening time on Wednesday, December 27. During that period chemists may obtain from John Bell & Croyden, 50 Wigmore Street, London, W.1, urgent supplies of the products of the Distillers Co. (Biochemicals), Ltd., Speke and Wimbledon, London, S.W.19; F.B.A. Pharmaceuticals, Ltd., 37 Bedford Row, London, W.C.1; Horlicks, Ltd., Slough, Bucks, Skeleton Staffs will be available at the premises of Glaxo Laboratories, Ltd., Greenford, Middlesex; and Pfizer, Ltd., Sandwich, Kent, to deal with urgent orders on Saturday morning, December 23. The following special arrangements should be noted:—

AYRTON, SAUNDERS & CO., LTD., 34 Hanover Street, Liverpool, 1. From normal closing time Saturday. Closed also for stocktaking on Thursday. Friday and Saturday. December 28, 29 and 30.

BAXTER LABORATORIES, LTD., London Road Frading Estate, High Wycombe, Bucks, From 12 noon Saturday, Skelcton staff on duty Friday afternoon and Saturday morning.

BRADIEY & BLISS, LTD., King's Road, Reading. 107 West Hill Road, St. Leonards-on-Sea, Waddon Marsh Way, Croydon, and Ramsgate Road, Sandwich, Kent. From mid-day Saturday.

BRITISH DRUG HOUSES, LTD., Graham Street, London, N.1. From 1 p.m. Friday, Staff at London and Nottingham warehouses on Friday afternoon and Saturday afternoon for urgent orders.

BURROUGHS WELLCOME & Co., 183 Euston Road, London, N.W.1. From 12 noom Friday. Emergency supplies from John Bell & Croyden.

DUNCAN, FLOCKHART & Co., LTD., 16 Wheat-

field Road, Edinburgh, 11. From 5 p.m. Friday, reopening 8.40 a.m., December 26. Closed also from 5 p.m. Friday, December 29, until Wednesday morning, January 3, 1962. London office. 4 Curzon Place, W.1. From 1 p.m. Saturday, December 23. Emergency supplies from John Bell & Croyden.

FLEXILE METAL Co., LTD., Bessemer Drive, Stevenage, Herts, From 1 p.m. Friday, Closed for receipt of goods from 10,30 a.m. December 22 until 8 a.m. January 1, 1962.

until 8 a.m. January 1, 1962.

GEIGY PHARMACEUTICAL Co., LTD., Roundthorn Estate, Wythenshawe, Manchester, 23. Closed also

on Monday, January 1, 1962.

IMPERIAL CHEMICAL INDUSTRIES, LTD., Midland Regional Warchouse. Open from 9 to 12 Saturday morning, December 23, for urgent orders. Scottish Regional offices and warehouse. Reopening December 26, Closed from December 29 until 9 a.m. Wednesday, January 3, 1962, Grangemouth warehouse. Reopening December 26. Closed January 1, Open with skeleton staff, January 2, 1962.

JOHN BELL, HILLS & LUCAS, LTD., Oxford Works, Worsley Bridge Road, London, S.E.26. From 12 noon Friday.

MAY & BAKER, LTD., Dagenham, from 12 noon Friday, Pharmaceutical Specialities (May & Baker), LTD., Dagenham, Order denartment unable to accept orders after 10 a.m., Friday. Urgent supplies from John Bell & Croyden.

MERCK SHARP & DOHME, LTD., Hoddesdon, Herts, From 1 p.m. Friday.

PAINES & BYRNE, LTD., Pabyrn Laboratories, Perivale, Greenford, Middlesex, From 12,30 p.m. Friday, Skeleton staff 9.30 a.m. to 12 noon to deal with urgent orders. Urgent supplies from John Bell & Croyden.

THOMAS MARNS, LTD., Green Lane, Hounslow, Middlesex. From 1 p.m. Friday.

JOHN WYETH & BROTHER, LTD., Euston Road. London, N.W.1. From 12 noon Friday. Emergency supplies from John Bell & Croyden, 50 Wigmore Street, London, W.1.

TRADE NOTES

Donations Instead of Cards. — N Christmas cards are being sent out th year by the Pfizer Group, Sandwic Kent. Instead, the money is being d voted to several charities.

Manufacturing Facilities. — May Baker, Ltd., Dagenham, Essex, offer a the facilities for producing a wide rang of pharmaceutical chemicals, wheth new or known, to rigid specifications.

Again Available.—Roberts Chemis (Bond Street), Ltd., 76 New Bor Street, London, W.1, announce the Vademecum mouth-wash again becomes available in January 1962 in 2 gm., 50-gm. and 75-gm. sizes. All ne supplies carry a disclosure of the formula.

Arrangements for Distribution. – F. M. Langford, Ltd., 40 Wellclos Square, London, E.1, are distributing i London and the Southern counties th products of Montfort Parfums, Vienna Austria, for which the appointed distributor in the United Kingdom an the Republic of Ireland is Mr. J. F Campbell, 55 St. George's Road, Harrogate, Yorks.

Gift Token Scheme. — A blue an gold symbol (blue wings on a gol package labelled "Intergift") for dis play in shop windows denotes partic pation in a national link-up of gift token schemes. Any shop bearing the sign operates its individual gift-toke scheme and is included in a director published by Intergift (Gift Tokens Ltd.), 25 Cockspur Street, Londor S.W.1, and available to both the trad and the public. The directory list members by counties, towns and type of business. Revised editions are bein printed before Easter and again in October 1962. A customer wishing to send a present selects from the directory a suitable shop in the recipient' neighbourhood and sends the amoun of money he wants to spend to Inter gift, who either mail him the vouche or send it to his friend to be redeemed at the selected shop. Intergift ensure that the retailer receives his money is advance of the sale, and sends him a duplicate of the voucher at the same time. The scheme is being supported by a widespread advertising campaign A charge of 2s, on every voucher, irrespective of its face value, is payable by the donor.

Bonus Offers

COLLOIDAL CHEMISTS, LTD., 35 Bessborough Place, London, S.W.1. Damaskin enriched hand cream (both sizes). Offer of fourteen invoiced as twelve (see C. & D., December 2, p. 602) ends December 19.

VACCO, LTD., Grosvenor Gardens House, London, S.W.I. Vacco de Luxe vacuum flask. Five extra cups on order for fifteen streamlined polystyrene flasks. On all packs ordered for delivery between January 1 and May 31, 1962.

JOHN WYETH & BROTHER, LTD., Clitton House, Euston Road, London, N.W.1. Algipan balm. Fourteen to doz. on minimum order three doz. tubes. Until January 31, 1962.



DROXALIN

Gastric Ulcer, Indigestion, Sickness of Pregnancy and allied conditions.

TABLETS

THE ACID ADSORBENT WITH STRONG MEDICAL APPROVAL

PHILLIPS, SCOTT & TURNER . SURBITON . SURREY

ADVERTISEMENTS for Edme malt extract have appeared in The CHEMIST AND DRUGGIST and C. & D. Diary and Year-book over a long period of years. The manufacturers, Edme, Ltd., Mistley, Essex, have been celebrating their eightieth birthday this year, having been founded in 1881 by Mr. Stanley Free, who bought land at Mistley on which the manufactory and buildings were erected. The firm was then known as the Condensed Wort and Meal Co. In 1896 Mr. H. A. Dowding joined the board as a director and the title became the English Diastatic Malt Extract Company, whose initials explain the brand name familiar to chemists, Mr. Dowd-ing retired in 1940 after over thirty years as chairman; his nephew, Mr. W. W. Dowding, is a member of the present board. The chairman (Mr. F. Bearman) joined as a director in 1920; his son (Mr. F. John Bearman) is one of the joint managing directors, and his



SUCCESS STORY

A view of the works as they were in the late nineteenth century. Today both horse and rail transport have been superseded by the company's

fleet of lorries.

A growth drum at the Automalting at Mistley. Each drum has its own air-conditioning plant,

partner in that office (Mr. W. R. Pountney) is the son of Mr. R. P. Pountney, who joined the company in 1909 and retired as assistant managing director in 1949. Another member of today's board (Mr. J. R. Heron, research director) is also the son of a former director (the late Mr. H. Heron) who became a member of the board of the company in 1940.

The strong thread of continuity thus revealed in the company's history has still other strands, in that some of the shareholders bear the same names as original shareholders of 1896, the year of incorporation.

There have, however, been some notable changes at the works—some of them due to the modern influences affecting most other businesses, others



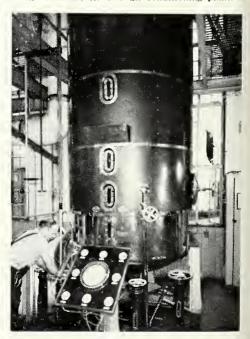
Mr. F. J. Bearman



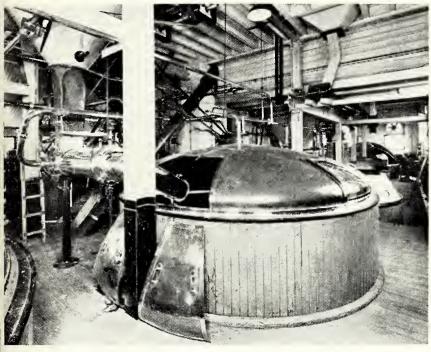
Mr. F. John Bearman

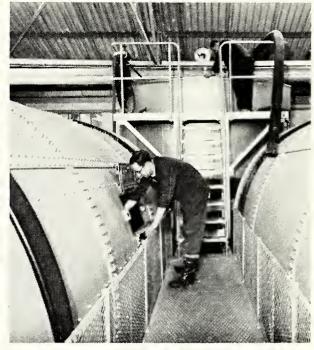


Mr. W. R. Pountney



An evaporator plant in which the malt extract is condensed from the wort under vacuum, Critical temperatures are maintained by instruments.





The wort is produced by processing the grist in mash tuns such as the one shown (left). From the wort the malt extract is manufactured. In the right-hand illustration a technician is seen checking the germination of malt in a growth tank. In the background is a "steep" tank.

individual to the company. Whereas the manufactory was sited alongside the railway in 1881 so that goods could be received and finished products sent out by rail, today the railway is hardly used by the company. A fleet of lorries, polished and shone with the care that once—but not, alas, in recent years was lavished on locomotives, now carries the company's products to destina-tions throughout the country. Inside the works automation has largely replaced manual methods.

The Edme factory is situated in the heart of the East Anglian barley-growing area, and the wide range of barley readily available gives a good basis for careful selection and grading of raw materials. The barley is dried as soon as possible after purchase and stored in silos for a "resting" period.

The transformation of barley to malt occurs during partial germination of the grain, whether by floor or by auto-

matic malting (both methods are used by Messrs, Edme). By either process the barley is steeped in predetermined quantities of water and allowed to germinate. After a week to ten days, ger-mination is arrested. The malt is analysed, dressed and passed to silos of special design.

Automatised Malting

The Edme automatic malting at Mistley is claimed one of the finest in the country. It is equipped with thermostatically controlled aerating equipment and drying facilities, with maximum mechanised handling. The malting is operated in closed circuit, cooling water being supplied from the factory's turbo-electric pumps (avoiding elaborate refrigerating plant) and the waste water is then used in the evaporating condensers, which are situated in the main building.

produces concentrated Extraction 2

malt products for use in the brewing, baking, confectionery and pharmaceutical industries. The "spent" grains from the mash tun are a valuable cattle food; at the Edme factory they are dried by horizontal steam and vertical air dryers, the latter partly run on fil-tered air from boiler waste flue gases. The company's fleet of lorries includes a tanker having a capacity of 5 tons contained in two compartments of $2\frac{1}{2}$ tons each, and the equipment carried on the vehicle is capable of pumping malt extract a distance of 50 ft. and unloading each section in twenty minutes. The continued success of the company is due to the exactly matching batches of malt which their combined experience, skill and science enable them to offer their customers. Among the company's products the pharmaceutical malt extract has a uniform excellence that has kept customers faithful to it over the



A MYSTERY OF NAME AND NUMBER: With the same trade sign, same eustomer, consecutive street numbers, surname—and two royal patrons—common to both partnership titles, and only two days between the purchases, the bills reproduced present a conundrum. Were they from one firm trading under different names, or from separate entities—possibly the outcome of a family quarre—and one claiming title to the "original" sign of three arquebusade bottles? It would appear that the noble debtor went to No. 33 for his generalised toilet requirements, to No. 32 for an extended supply of a single item. The bills are in the Lincolnshire archives office.



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TELEGRAMS: "CHEMICUS ESTRAND, LONDON"
TELEPHONE CENTRAL 6565

A Scientific Approach to Retailing

THE "national pharmacy modernisation project," put forward by the National Pharmaceutical Union, may well prove to be the outstanding pharmaceutical achievement of 1961. The project applies, in a really practical manner, the scientific approach to retailing problems in a typical pharmacy. The N.P.U. Executive must be congratulated on their vision in taking the necessary steps to launch the scheme. The basic facts are, as with many bright ideas, simple: to take a pharmacy and ascertain the level of sales in seven departments, namely proprietary medicines, sundries, toiletries and cosmetics, fancy goods. photographic, baby goods and drugs, then to call in the shopfitters, asking them to design a new shop window and completely refit the pharmacy; and when the work is completed to repeat the sales analysis over an equivalent period. The evidence thus obtained should, other things being equal, indicate the final costs and likely rewards of refitting the pharmacy, and should provide a detailed analysis showing the departments in which the greatest returns have been obtained. By collaborating with the National Association of Shop Fitters, the N.P.U. should also be able to obtain the widest publicity for the scheme. The scheme should promote the keenest competition between the shopfitters, resulting in designs that will have been given much thought, possibly incorporating experience achieved in other branches of retailing. The project is indeed an exciting one.

Excellent as the idea is, however, we would suggest that it is incomplete, in that it leaves to be solved by the shopfitter and designer the real problem of efficient selling and productivity in the pharmacy. It appears to us that some parallel investigations are needed, possibly involving market research and method study, both of which cannot, in pharmacy, really be achieved without the guidance of a pharmacist. Those are fundamental requirements of successful and efficient selling in modern conditions and it seems to us that a pharmacist must take cognisance of possible trends in changes of demand before he undertakes any refitting of his pharmacy. We are aware that it has been the experience of pharmacists that mere refitting of the pharmacy without going into too much scientific detail, has achieved noteworthy increases in turnover, but increased turnover is not necessarily going to bring the profits that have to be achieved if the increased competition and narrowing margins are to be overcome. What we envisage is that he retail pharmacy in the future shall become an efficient sales unit. In order to achieve that status, all branches of the retailing sciences must be geared to each other. The N.P.U. Executive has taken the first, and basic, step. It should now be encouraged to proceed to those that logically follow.

Powers of Ballot

A CORRESPONDENT has taken us to task for suggesting that we ought not to have claimed that the membership of the Central National Health Service (Chemist Contractors) Committee should be changed "through the medium of the ballot box."

"I have made many telephone calls this week-end." he writes, "to find out details of the election of the members of the negotiating committee without any result. May I therefore suggest that you publish the details as to who votes for these members and when the elections take place, and the details of the last election and the date."

If our remarks led our correspondent to engage in a week-end of fruitless endeavour we apologise to him straight away. There was never an occasion on which he was given the opportunity to record a vote for or against a member of the Central N.H.S. Committee as such. On that committee are twelve members. Three are nominees of the Company Chemists' Association (two) and Co-operative Union, Ltd., respectively. The remaining nine are put there by the votes of members of the N.P.U. Executive from among their own number. Inasmuch, however, as members of the N.P.U. Executive are put there by votes of N.P.U. members in their electoral areas, it is up to contractors themselves to see to it that nobody who is unsuitable for nomination to the negotiating committee is returned to the Executive, and that any representative who ceases to enjoy their confidence shall be turned off.

The experience in recent elections has been that contests are rare, but whether that indicates members' continued confidence in their representatives or some other cause it is not for us to judge.

Pharmaceutical Society of Northern Ireland

MONTHLY MEETING OF COUNCIL

HEN the Council of the Pharmaceutical Society of Northern Ireland met in Belfast on December 7, the vice-president (MR. D. Moore), from the chair, referred to the loss the Society had suffered by the death of Mr. Sydney E. Campbell, Londonderry (see C. & D., December 9, p. 627). Mr. Campbell had been a member of the Council for more than fourteen years and president of the Society 1955-56. Until recently he had regularly attended the meetings and had taken a keen interest in the welfare of his fellow pharmacists, Mr. Campbell would be particularly missed by the members of the Londonderry and Strabane Chemists' Association, Members present stood in silence as a token of respect.

MR. G. E. McILHAGGER said that those who had been privileged to know Mr. Gwilym Hughes were very sorry to learn that he had passed away. It had always been a pleasure to meet Mr. Hughes and stimulating to discuss pharmaceutical matters with him. He seemed to know everyone and one could not be in his company for long without making new friends.

It was agreed that the sympathy of the Council should be conveyed to Mrs. Hughes and the other members of the family.

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It was reported that the draft declaration in connection with the C. W. Young Scholarship Fund had been discussed with the Society's solicitor, who was making certain alterations and would shortly submit the final draft.

THE SECRETARY said that an estimate for the printing of a new edition of the Poisons Guide for Northern Ireland had been received. After consultation with the president and a number of the Council members it had been agreed that the printers should be instructed to proceed with the work so that the guide should be available as quickly as possible.

It was agreed to refund the retention fee paid by a member who was now unable to carry on as a pharmacist. The secretary was instructed to convey to the member concerned the sympathy of the Council.

A letter was read from the Ulster Chemists' Association stating that the executive committee would be interested in the offer of office accommodation in the Society's premises. It was agreed that representatives of the Council and of the Association should discuss the matter when plans were received from the architect.

The reports of the Education and Finance Committees were adopted. The chairman said that the C. W. Young Scholarship fund had now reached £3,830, and from the president's appeal on behalf of the Northern Ireland Chemists' Benevolent Fund the sum of £594 had been received.

Present at the meeting were Professor O. L. Wade, M.D., and Messrs. N. C. Cooper, M.Sc., J. Gordon, A. T. Hardy, N. T.

Hunter, J. Kerr, Walter C. Tate and R. M. Watson. Apologies for absence were received from Messrs. W. J. Thornton (president), W. H. Boyd, H. G. Campbell, W. P. Ewart, J.P., H. W. Gamble, H. F. Moore, A. Templeton, and Dr. R. G. R. Bacon.

100 YEARS AGO

REPUTED SPECIFIC FOR SMALL-POX

From the C. & D., December 14, 1861

AT the last meeting of the Epidemiological Society, a communication was read from Mr. Herbert Miles, Assistant-Surgeon to the Royal Artillery, respecting a plant that was stated to be a specific for small-pox. The remedy is given in the form of a strong infusion of the rhizome, and Mr. Miles had, after very considerable difficulty, succeeded in obtaining a small supply of the plant, which he had forwarded to the Society. Mr. Miles is quartered in Canada, where an epidemic of small-pox having broken out among the Indians, the disease had proved virulent in the extreme among the unproteeted, because unvaccinated, natives. However, the alarm had greatly diminished on an old squaw going amongst them, and treating the cases with the infusion. This treatment, it is said, was so successful as to cure every case. The Secretary of the Society, Dr. MeWilliam, C.B., had sent specimens of the plant to Dr. Hooker, of Kew, who pronounced it to be the Sarracenia purpurea, one of the pitcher plants of North America. Mr. Marson, of the Small-pox Hospital, has kindly undertaken to give the so-called remedy a trial.

"OPEN SHOP"

AN UNSCRIPTED COMMENTARY ON THE SPECIAL PROBLEMS

OF THE PHARMACIST IN RETAIL PHARMACY

E. C. TENNER

HEN a Branch of the National Pharmaceutical Union passes a resolution requesting "the President of the Pharmaceutical Society to call an Extraordinary General Meeting of the members so that the Society may intervene and save the profession," and when more than thirty members of the Society sign it, one would imagine that the president is obliged to call the meeting for the purpose stated, unless there is some technical fault in the document. When the meeting is called all Members will be advised and will be able, if they wish, to attend. Speaking as a member of an N.P.U. Branch and a Branch of the Pharmaceutical Society I do not think the Coventry N.P.U. Branch has furthered its cause by sending its resolution to other N.P.U. Branches and asking them "to consider calling a meeting of your Branch as soon as possible in the hope that your members may consider sending a similar resolution to Mr. Adams and thus presenting a united front to the Society in an effort to obtain the unity we all desire in our approach to the Minister of Health." The principle of "snowballing" resolutions is a bad one, and especially bad when they are so loosely worded, and so unsupported by argument or explanations, as the Coventry one. "Snowballing" often weakens a resolution instead of gaining support for it, Conscientious N.P.U. and Pharmaceutical Society members may well ask what the Society is expected to intervene in, and from what they may save the profession by intervening. One can only assume that Coventry wants the N.P.U. members to present a united front to the Society and is short-circuiting the National Executive Committee of the N.P.U. "in an effort to obtain the unity we all desire in our approach to the Minister of Health." What exactly do they mean by that? Have they some new plan or scheme not yet disclosed? With all due respect to Coventry, this resolution and the request, unsupported by any brief at all, are among the woolliest I have seen.

Anyone who, like myself, has been attending meetings and conferences in pharmacy for more than thirty-five years, knows the form only too well. As a result of a well

attended meeting and some emotional and insufficiently informed speeches, easy signatures are obtained for a vague resolution, the meaning and consequences of which no one has sufficiently considered or questioned. The bald resolution is sent forward to some relevant meeting or conference, where presently it is proposed and seconded. What is in the minds of its supporters often only appears at that stage. If the resolution embodies some policy based on a misconception or on ignorance of facts that ought to have been ascertained before the resolution was first drafted, under the eanons of democracy, it is at that late stage that the platform generally speaks, through the mouth of the secretary or chairman of the meeting, and the resolution, explained calmly to the meeting, fails to pass.

The Democratic Method

I have often found it most irksome to see resolutions take the course I have described. In a democratic society it is vital that the procedure should stand, but how can we conduct our democracy, giving all opinions a fair hearing, and yet not waste the time of the Society by talking at cross purposes? A weakness lies in the responsible officers of the branch in not making it their business to find out all the facts relevant to a resolution, and explaining its consequences to a branch meeting, before a vote is taken. That weakness can cause much unnecessary controversy, disunity and wasted time. Branch funds are available to pay for telephone calls to sources of information. There are officers and council members who will help. Our Union and our Society would be much stronger and better if calls for help were made by the branch chairman or secretary, or even by the initiator himself, before burning zealots light a torch that is quenched so soon as the drench of cold facts is poured upon it in the conference hall. Unfortunately some of the loudest voices heard at meetings and conferences are noticeably not those of the best informed speakers. When discounted by one conference they continue to try to get another stage to shout upon.

Christmas Bell

A telephone bell ringing between eight and eight-thirty o'clock in the morning generally means just one thing. Experience has taught me to dislike and almost fear such a ientacular clangour because it nearly always heralds an urgent message that one or other member of my staff, for some excellent reason, is unable to come to work. During much of the year sporadic absences may be readily coped with, not without extra pressure being placed on myself and the remaining workers. During any epidemic I am particularly sensitive about the difficulties which that early bell can ring me, but the position is really delicate when I hear it during the two or three weeks before Christmas. Then my shop is filled to overflowing with extra stocks of gifts that must be sold before December 25, and I have already ealled my reserve staff out of retirement to enable us full-timers to cope with the normal Christmas rush of trade. Then even only one absentee means a serious gap in

our selling eapacity, and hence loss of turnover. In a pharmacy, untrained "extras" are a hindrance rather than a help, and it has been a tradition in my business that we employ only a minimum number of seasonal extra counter staff. We draw them from those girls who have left our employment to marry and are not averse to earning a seasonal increment to their pin-money. It has always seemed to me essential to plan one's normal staff always slightly in excess of what one would need if everyone were always at work according to schedule; if that is done then there is no need to be unduly put out by the odd absentee. One should regard the cost of the wages of the sometimes "excess" staff as an insurance against the costly difficulties that could result from having insufficient staff during any period. Then it should be only exceptionally that the early phone call can really upset one's day. In spite of that, its tinkle still sends a lot of excess adrenaline into my blood

MALT PRODUCTS THIS WINTER

What are the selling prospects?

HEN the National Health Service took effect it brought about a gradual erosion in the sales of codliver oil and malt. The reason was that doubt existed in prescribers' minds whether they were justified in prescribing as a medicine something that could be regarded as a food. When, therefore, the product was given its "Cohen" classification as a food not a medicine, that was little more than the formalisation of an already existing situation. By that time the sales of malt-extract products were much below what they had been at their peak. Yet, hough small by comparison with the turnover in former years, the sales remain substantial in actual tonnage. Malt-extract preparations, which include a number of vitaminised products other than malt and oil itself, are as excellent as ever, and there are some who are optimistic about the prospects of reviving interest in it as a health adjunct during the present winter months.

4 Continuing Need

Is there any justification for that point of view? The fact hat cod-liver oil continues to be issued by clinics is a tacit icknowledgment that there remains a need to provide safeguards against vitamin-D deficiency, which in its extreme orm results in rickets and its attendant risks of permanent deformity. Unfortunately even modern bland qualities of codiver oil are not taken up by young mothers as they should pe—or as is the government issue of orange juice, source of vitamin C, which in modern conditions is usually proided by the normal diet. The reasons for the neglect are hat the mothers find the plain oil unpleasant to administer, and that children find it unpalatable to take, so that it loes not long continue to be administered or even obtained. Malt extract is universally recognised as an excellentperhaps the ideal—vehicle for cod-liver oil and there is by to means the same difficulty in persuading children to take

t. Rather the reverse, for many, though it is true not all, levelop quite an eagerness to be given their daily spoonful. Mothers visiting clinics have been rather more ready to btain malt and oil than plain cod-liver oil, and to the xtent that they have done so the chemist has been losing ales. A recent increase in clinic prices for the product, howver, has brought them much nearer the prices charged by he chemist, and it seems likely that the chemists, whose nalt and oil is more attractively packed and labelled, could vin over many of the clinics' customers with only a little ttention to display and salesmanship.

They would certainly be handling a product into whose nanufacture, based as it is upon a natural raw material, nd exploiting natural processes of germination of the grain,

has gone a considerable care and watchfulness. Though the basic method has, over the years, undergone little change, as would be expected of a process that is less one of manufacture than of controlling a cycle of changes in part of the life of a plant—much accumulated knowledge as to temperature limits, pH requirements and the like has been applied to tailor the end product to the medicinal or industrial purpose to which it is to be put.

For malt extract is by no means of standard chemical composition. The Pharmacopæia, in which standards were first laid down in the 1932 edition, euriously docs not define malt extract, except indirectly by describing its origin and saying how it is prepared and what tests it must comply with. Its content of carbohydrate, protein and enzyme varies according to conditions of growth and harvesting of the barley (there are good years and poor years) and according to conditions in the malting and extraction vessels.

Manufacture is slow, occupying months from the time of harvesting. The grain is bought entirely on sample analysis. It is dried as soon as possible after purchase, and all foreign matter removed. It is then stored in silos, in which it "rests" for a period prior to usage. Transformation of barley to malt is achieved by partially germinating the grain. The barley is made to absorb predetermined quantities of water, allowed to germinate for a week to ten days, and germination arrested by removal of moisture and application of gentle heat. The later stages of the process in some measure determine the grade of the final malt, with particular emphasis on flavour, colour and enzymic activity.

In the extraction the whole grain is crushed to a coarse "grist," which is fed with the correct proportion of water at a predetermined temperature to a machine which ensures thorough mixing before discharging into the mash tuns. Time and temperature are vital factors at this stage and the whole procedure is strictly supervised. The mash is allowed to stand physically undisturbed for a period, during which conversion takes place; it is then percolated to exhaustion with hot water, the malt liquor being run off into large receiving vessels and concentrated in evaporators to the desired density.

Rôle of Honour

Cod-liver oil, for which malt, as has been said, is such an excellent vehicle, was the first substance in which vitamins A and D were recognised, its source of vitamin D in fact being the principal means by which rickets was eradicated from the United Kingdom. In 1782 when the physician Thomas Percival published a paper "Observations on the medicinal uses of the oleum jecoris aselli or cod-liver oil in

the chronic rheumatism and other painful disorders," the taste and smell were so offensive as to deter all but the strongest patients from continuing the treatment. Modern cod-liver oil obtained by steam extraction is virtually without objectionable flavour but still with a distinctive taste and oily characteristics. Malt extract converts it into an agreeable product, that will find many customers if they are given a reminder by putting it on show.

FIGURES IN THE PHARMACEUTICAL WORLD

WHEN members of the National Pharmaceutical Union in Southeastern counties of England met in conference at Worthing in November, they were welcomed by Mr. Herbert Ridley Storm, M.P.S. At the age of eighty-one Mr. Storm has been forced by arthritis to take a less prominent part in pharmaceutical affairs than in many past years, though he remains fully active in the conduct of his retail pharmacy at 90 Ham Road, Worthing.

To an older generation of pharmacists in West London and West Mid-dlesex Mr. Storm will be remembered as one of the founder members of the Ealing Pharmaceutical Association (later the West Middlesex Pharmacists' Association), its secretary for many years and then its president. A photograph taken in 1924 shows him presiding at the Association's annual dinner in the company of such stalwarts of the period as Herbert Skinner, Thomas Marns (whose son, by the way, is the present president of the West Middlesex Association). At that time he was the proprietor of a pharmacy at Hanwell that was acquired in 1926 by the late Mr. F. G. Wells, who was for many years a member of the Council of the Pharmaceutical Society. Mr. Storm, though he never put up for election to the Council, was a member of the Middlesex Pharmaceutical Committee until he sold the business in order to open the pharmacy at Worthing of which he has completed no less than thirty-five years as proprietor. To members of the Photographic Dealers' Association he will be better known as the

Association's first honorary member.

During that second "life" as a proprietor pharmacist Mr. Storm has fitted in twenty-two years (1927-48) as a member of the Worthing and West Sussex Pharmaceutical Committee, and has held the offices as secretary of the Com-mittee, secretary of the West Sussex branch of the Pharmaceutical Society, secretary of the Worthing Pharmaceutical Association and National Pharmaceutical Union Branch, and secretary and three times chairman of the South East Federation of Pharmacists. During the years of the 1939-45 war he was secretary of the Pharmaceutical War Committee for West Sussex and it is his boast that he knew personally every pharmacist in the area—a claim he is far from being able to make today, so many are the changes that have taken place in the list of pharmacists resident in the area since the end of the war. For some years until the hospital was closed down he was chairman of the Friends of the Children's Hospital" at Lancing.

His honorary membership of the Photographic Dealers' Association was a recognition of long and valuable services to that body. For twenty years he was the area representative for West Sussex and the representative for Area No. 5 on the Association's council. He



MR. H. R. STORM

served on various committees but is remembered with special warmth for the work he did on the Membership Committee.

Though he has spent most of his life in London and on the south coast, Mr. Storm is by birth a Lincolnshire man. He served his pharmaceutical apprenticeship to his father in Worcester. qualifying in 1905, and his early expericnce away from the family business was gained at Colwyn Bay, Sherborne and Exeter. What first brought him to London was a managership at the Acton

pharmacy of Shortliffe Smith, Throughout his life he has been an active Church worker and Freemason, achieving provincial rank in both craft and mark lodges.

A profile published in the P.D.A. Journal over the initials E.J.A. refers to his "cheery, happy disposition." a tribute well borne out by the portrait that accompanied it and by the observation of those whom he welcomed to the National Pharmaceutical Union area meeting on November 5, who will wish him many more useful and happy years.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Credit

SIR,-How stupid do manufacturers think chemists are. We have received a letter this week from the Distillers Co. (Biochemicals), Ltd., that they are withdrawing Distaval tablets and allied products because they are in trouble with them. They coyly add that broken bulk will be credited at 66² per cent. of trade price. Why? We are returnof trade price. Why? We are returning them for their benefit, not ours. Let us demand credit in full,

J. H. HODGKISON,

Marple, Ches

Sports Trophies

SIR.—The committee of the London County Association would be grateful if, through your columns, they could make contact with any of the holders of sports trophies which were awarded for various competitions prior to 1939. Will any holders of any such trophies which are the property of the London County Pharmaceutical Association, be good enough to communicate with the secretary of the Association, as the committee feel that they should now be presented to the Pharmaceutical Society's House for safe-keeping.

I. H. WILLIAMS, Secretary, 20 Sussex Street, London, S.W.1

A Double First

SIR,—In reply to the letter from Mr. Wade (C. & D., December 9, p. 639) it is quite true that we claim that the new Two Step twin-cavity bottle is unique, and to the extent that there has never been one quite like it before that is absolutely true. The point that our spokesman had in mind was that, so far as is known, the Two Step bottle is the first mass-produced twin-cavity bottle made in the country. We believe that we can claim a unique development in the Two Step twin cavity sachet. It is the first two-compartment sachet put on the market anywhere, so far as we are aware

> D. G. HALL, D. & W. GIBBS, LTD. London, W.1

Larger Investment: Less Pay

Sir,—Twelve years ago I could meet every prescription for obesity with one drug in two forms: Dexedrine and dexamphetamine. Now I find that to meet what has been, since the inception of the 2s levy, a smaller demand, I have twenty-one preparations in stock, all in regular or occasional use. To multiply one's stock by ten to meet a smaller demand is bad business. But what can be done about it? We must maintain our service to the public. At the new rates of remuneration the situation becomes impossible. Perhaps it can be explained by the Ministry how we are to cope with this situation. Certainly to change the name of dispensing fee to professional fee won't pay my wholesalers.

J. P. KERR, Newcastle-on-Tyne

A Letter Defended

SIR,-I must defend my letter of November 25 in the light of Mr. Aplin's rcply (C. & D., December 2, p. 604), particularly since the news report on the same page seems to indicate that the Sunderland Branch are also mak-ing "woolly threats, etc." The Swindon ballot, taken a fortnight before the Conference of Pharmaceutical Committee Representatives, was my idea, showing that my interest was more than a few days old. As for my non-attendance at the Devizes meeting he appears to have forgotten that I am one of the unusual contractors who has Saturday half-day, also that, before the meeting, I tele-phoned him personally to tell him that I was unable to attend and that another Swindon pharmacist, aware of my views, had my vote by proxy.

Donald R. Slater, Swindon

[Mr. Slater enclosed copies of letters which he had sent to Mr. Aplin. In them he said, among other things, that he was in no way discontented with the delegation of Mr. Higgins. His main complaint that the representative chosen to attend the Conference, so far from having the opinions of the branch, had not even the views of the Committee. Mr. Slater's own main contention was that any expenditure on trying to work the present contract was a waste, -EDITOR.

Foods Through Clinics

SIR,—I have been much interested in recent correspondence on the sale of infant foods through clinics. When the same problem arose in my own area I reacted strongly, informing Messrs. Glaxo that I took exception to their action in supplying Ostermilk to the local clinic. I received a long and courteous letter from the company explaining the position, and that was followed up by a personal visit from their area manager. It appears that, owing to the pressure of sales of national dried milk infant food through the clinics the manufacturers are forced to offer their products through the same channels of distribution, otherwise reduced demand, and consequently reduced production, would mean increased prices for the product. In any case, Ostermilk has been sold through the clinics for many years and that fact is well known to the National Pharmaceutical Union. There was an initial drop in our sales when our local clinic first started to sell Ostermilk, but we now find that the demand is almost twice as great as it was before distribution through the clinic began. I have no interest in Messrs. Glaxo, but would suggest that, to talk of applying a form of "sanctions" against the company's ethical products is short-sighted. They have products is short-sighted. They have always supported our profession and I am quite sure they will continue to do

R. F. MITCHELL, Exmouth

The Unit Pharmacy

Sir,—In recent weeks you have given some space to views I expressed at the Portsmouth conference on the unit pharmacy as mentioned in the Report of the Committee on the Practice of Pharmacy. I still believe that that is the key to the whole report once one accepts the principle that the pharmaccutical service should be all-embrac-The report recommends a basic standard for the unit pharmacy below which it would be considered impossible to provide the type of service envisaged while remaining economically viable. However, the standard envisaged is high, and would require a large basic unit. In the foreseeable future such a basic unit would appear to be impractical (and possibly even undesirable). The report suggests that ALL pharmaceutical goods and services should be available at ALL times in ALL arcas. The question is: "It is economically possible for ALL pharmacies to provide such a service—even if the total number were to be greatly reduced?" A pos-A possible solution would be to define two basic unit pharmacies—the central unit and the satellite unit—the one designed to undertake any pharmaceutical request and the other designed to be economic on the basis of undertaking to supply the normal requirements traditionally expected. Before attempting to define the central unit it would necessary to decide what would be the minimum basis to support one. It may be that a population group of about 15,000 to 20,000 would be sufficient, but in rare cases it may well have to be less. That unit size would also decide how many satellite pharmacies there should be, so as to provide minimum requirements of service, etc. It would have to be decided how the group should be owned. Each could be separately and independently owned. Satellite pharmacies could each hold a share of the capital of the central unit, the whole group being centrally owned. form of grouping would be an advantage, for in that case the satellites could be based on a single pharmacist, with the right to call on the services of another from the central unit as the occasion arose. For that reason it would be a great advantage if the group could be kept as small as possible. It would appear to be possible to define the central unit on the basis of something approaching "pure" pharmacy. The unit would probably have to engage in small-scale manufacturing to make economic use of staff and equipment. An efficient delivery service would be essential. The chief pharmacist in such an establishment would resemble, in many ways, the chief pharmacist in a hospital, and the dispensary might well look like a hospital phar-Until some overmacy department. all picture of pharmacy is defined, the report appears only as a collection of bits and pieces.

J. R. PHILLIPS. Bournemouth

EIRE HEALTH SERVICES

Fine Gael Party's proposed comprehensive scheme

THE sum provided for medicines in the Republic of Ircland worked out at approximately 4s. per head in 1960. That was stated by the former Minister for Health (Mr. T. F. O'HIGGINS) in the Dail on November 23.

Mr. O'HIGGINS was presenting a motion stating "That the Dail is of opinion that existing health services have been proved to be inadequate, and that in their place there should be provided a comprehensive health service based on the principles of insurance which will extend to 85 per cent, of the popula-tion, and which will provide without charge, an adequate medical service with free choice of doctor, free hospital, specialist and diagnostic services, and which will remove the necessity for medical cards for all those within the scheme.

MR. B. CORISH (leader of the Labour Party), moved an amendment that the Parliamentary Committee should be set up to advise the Minister in regard to the Health Service Report before June 30 next and that pending the report the Minister for Health should request county managers and health authori-ties to liberalise the administration of the Health Act, particularly in relation to the issue of medical cards and charges for hospital treatment.

Failed to Satisfy

MR. O'HIGGINS said that the motion had been tabled to direct public attention to a definite social problem. He declared that the majority of the people were dissatisfied with the services at present administered under the Health Act. The Government had failed to satisfy the people that the problem could be solved under the present health policy. The present dispensary system of medicine had been introduced 110 years ago as a famine relief measure. Today the underprivileged measure. person requiring medical attention must prove himself a pauper. No choice of doctor was available and in many cases, a doctor had, perhaps, 2,000 on his list. The dispensary system led to a poor medical service and a high hospitalisation rate. There was no system of caring for sick people in their homes. The dispensary service extended to 30 per cent, of the population. Out of the £140 millions which it cost to run the State annually a trifle over £1 million was spent on the sick poor. Out of the present total cost of £1.3 millions doctors' salaries, upkecp of dispensary buildings and administration had to be accounted for, so that in 1960 only 4s. per head was provided for medicines.

Defect number one, Mr. O'Higgins continued, was that medical care for poor people was provided under the dispensary system. The next was that no medical care whatsoever was provided for persons who did not qualify for medical cards, namely the majority of persons with limited means. At present a person who could not prove himself to be a pauper must pay for a doctor and buy whatever medicines were necessary. "That," he said, "rendered the entire service absurd." More often than not people postponed calling in

the doctor and the result was a high hospitalisation rate. It had been estimated that the country's labour pool suffered a loss of fourteen million working days or 7 per cent, of the days worked by the total labour force.

Another defect was that, when a man was ill and for that reason, not earning, he had to pay 10s. a day hospital treatment in the absence of a medical card. Mr. O'Higgins said the Health Minister did not understand what was happening. The time of county councillors and deputies was taken up running along to the county manager making the "poor mouth" in order to get the

bills reduced.

Mr. O'Higgins replied that whether or not the charges were collected they were imposed. Out of the total health bill of £18 millions about £10,000,000 a year was provided to maintain hospitals and institutions. There was no nursing service worth speaking of for the sick in their homes, and the country did not spend money on trying to prevent sickness, in dealing with sickness in the home. It was socially unjust that thousands of people paid for the health services and were then debarred from

benefiting under them.

Mr. O'Higgins continued that, in putting forward the motion, the Fine Gael Party believed that the country must provide a comprehensive health service. Such a service could be provided by the State bearing the entire cost, but his Party rejected that their proposals were based on the principles of insurance. Mr. O'Higgins said the scheme would apply to 2.4 millions, or about 85 per cent. of the population. It was accepted that about 15 per cent. of the population could provide for themselves. Under the proposed scheme 241,942 land holders with a valuation of less than £15 would benefit and there were a number of other cases of hardship and difficulty which it would not be possible to designate into categories. The full figure would be between 700,000 and 800,000 poor people in addition to these two figures.

A Serious Problem

Continuing, Mr. O'Higgins said that a general practitioner service should be provided (the service of a family doctor and the doctor of choice) and the present hospital and specialist service charges should be abolished. There should be free hospital and free specialist services and a free mother-andchild service, an adequate dental and other associated services, ophthalmic and aural. "Drugs and medicines are a scrious problem at the moment. Much of the agitation about medical cards arises from the cost of drugs and medicines. It is the fact that medicines are so dear that creates in the minds of many people the desire to secure medi-cal registration." Mr. O'Higgins said Mr. O'Higgins said his motion would provide drugs and medicines for all persons excused payments of contributions because were in receipt of State assistance. They should be provided with all drugs and medicines without any charge, and the balance of the people under the scheme

should be provided with drugs and medicines at half price. That would involve the preparation of a nationa list together with an assessment of drug prices. "It is not impossible. It can be done without much difficulty," he said "The insurance scheme would cover hall the cost involved. In other words, the person getting a prescription at a chemist shop will pay half the cost, and the chemist will get the other half from the insurance fund." Mr. O'Higgin said it was believed that the general practitioner service would cost no more than £3 millions a year; the cost of an ophthalmic and aural service was esti mated at £500,000 a year; the total cos of the scheme being £8,283,000. The suggested scheme would abolish the present dispensary service. The State would contribute at the start one-third of the cost of the scheme, leaving a total to be financed by contributions of £5 $\frac{1}{2}$ millions. There would be a contribution of 1s. 6d. a week from each employed person, plus a similar contribution from each employer, amounting to a total of £5,070,000 annually. It was proposed to include 33,000 farmers at 1s. a week and for the balance of farmers (70,000) the contribution would be 2s. a week A similar contribution from 50,000 other self-employed people would yield £260,000. The sum total of £5,770,000 would, he said, leave a very generous provision for administrative expenses and unforeseen matters. Mr. O'Higgins added that under the scheme, State expenditure would go up by about £900,000 a year. At present the ratepayer provided £1.8 millions a year but under the new proposals he would no longer be expected to contribute. The costs would all be borne by the insurance fund.

An Amendment

MR. McEntee moved an amendment that a select committee, consisting of nineteen members of the Dail, should be nominated to examine to what extent, if any, the existing health services did not meet in a reasonable way and at a reasonable cost, the essential needs of the population, and if any significant defects were disclosed to review income and other limits; to consider whether it was practicable to extend the free ehoice of doctor, the general medical, hospital and specialist services. The Minister of Health said it was untrue that expensive drugs and medicines could not be secured free of charge under the Health Act by people within the middle income group. If every section 15 case on admittance to a local authority hospital was called on to pay 10s. a day it was being done in defiance of the direction issued from his office in October 1958. The existing services, he said, covered about 85 cent, of the population. The British health service, which had never been criticised as being niggardly or unduly restricted, accounted for 3.8 per cent, of gross national expenditure; in Eire the amount was 3.1 per cent.

MR. Corish said there was universal dissatisfaction with the present health scheme. The message of the last general election had been that the Government would have to be more liberal in the provision of health services.

GUILD OF PUBLIC PHARMACISTS

Meeting of council

THE council of the Guild of Public Pharmacists, at its November meeting in London, accepted an offer from Geigy Pharmaceutical Co., Ltd., to institute a Geigy Travelling Fellowship. Under the arrangement a sum of money would be received by the Guild annually for research into the study of hospital pharmacy and associated techniques and technologies practised abroad. A committee was appointed to undertake the duties concerned with the award of the Fellowship, which would be advertised publicly, and would be available to any person already concerned in a scientific discipline who might have a contribution to offer to hospital pharmacy in general. The committee will recommend, for approval by council, the person to whom the Fellowship shall be awarded.

The planning committee reported on its consideration of suitable prescription and treatment forms to be used in hospitals. On the basis of the report, recommendations are to be submitted to the subcommittee on standardisation of medical records of the Standing Medical Advisory Committee.

The research committee reported that there were now twenty pharmacists known to be actively interested in research. Subjects for research had provisionally been allocated to groups of them and local advisers had been appointed to assist them.

The constitution and rules committee presented a recommendation that members who had not paid their subscriptions by March 31 each year should have their names deleted from the register. The council accepted the recommendation, subject to approval of the annual meeting. Methods of assisting smaller branches that might be in financial difficulty were also discussed.

The working party set up by council to consider the principles on which pharmacy should be organised in National Health Service hospitals submitted its first report, which is being considered during the next few weeks. The working party invited anyone with ideas on the matter to forward them for discussion.

The next week-end school is being held in Manchester at the University in March or April 1963.

METHOD STUDY

How to apply it in retailing

A TALK on "Method Study in Retailing" was given to members of Southampton Branch of the Pharmaceutical Society on November 13 by the chief instructor of a method-study organisation (Mr. R. Holden). He explained with the help of colour slides how to determine and combat hidden costs in running a business, arriving at the final formula: Return on stock investment= (gross profit rate—operating costs-ratio) X rate of stock-turn, those being the three main elements which together determined the return on stock investment. To increase the return on capital it was necessary to increase the gross profit-rate, decrease the operating costsratio or increase the rate of stock-turn. The key factor in the equation was the ratio of operating costs to sales. Rising sales created an optimistic frame of mind. Only when the audited accounts were inspected later was it realised that the net profit might be less than in previous years, owing possibly to additional staff, larger bonuses, more advertising, extra transport, more goods, etc. That could be avoided by controlling both costs and stocks as a continuous operation and not merely once a year. Costs could be split into functional headings in order to get a financial picture of each aspect of a business (shop staff costs, other selling costs, occu-pancy costs, office and administrative costs, financial and other expenses, etc.). Method study consisted in selecting a problem for study, recording the relevant facts by activity sampling, flow-process charts, flow diagrams, string diagrams, models and flow charts, etc., followed by critically examining the followed by critically examining the facts and then developing a better way of doing the job. Snags could be ironed out as they occurred. A typical breakdown of activities of sales staff might be customer contact, walking, selecting, waiting to till, tilling, waiting, absent from selling area, checking and replen-ishing displays, billing and packing.

SOCIAL EVENING AT SOUTHSEA

Local Conference chairman entertains his team

THE chairman of the Portsmouth Local Conference Committee (Mr. J. C. Bloomfield) and Mrs. Bloomfield recently held a social evening to which they invited all the people who had taken part in organising and running the 1961 British Pharmaceutical Conference meeting held in Portsmouth in September. The event, held at Southsea, was attended by about 110 mem-pers and their wives. During the evenng Mrs. Mary Yoward, on behalf of he Ladies' Committee, presented a bouquet to Mrs. Bloomfield as a token of their appreciation of the sacrifice which she had made in "allowing Jim o be away from home so much." Mr. o be away from home so much. Bloomfield paid tribute to all those who had worked so hard to make the Conference the success it had been. Mr. N. L. Banks, on whom as secretary the nain burden of the Conference organsation had fallen, descrived the highest praise and thanks from all present. Mrs. Banks had been "a tower of trength" to the main Committee, and luring Mr. Banks' illness had continued the acceptation duties with a present the committee. inued the secretarial duties with exerience and efficiency. Mr. Bloomfield presented to Mrs. Banks a cut glass lower vase from the main committee, nd to Mr. Banks a decorative polyhrome French drug jar from Mr. Bloomfield's collection. He quoted some f the many letters of thanks that had een received from Conference visiors, and said that he was delighted to ave been the "skipper" with such n "excellent crew to sail the boat ome." Mr. N. Francis (Branch chairnan) thanked Mr. and Mrs. Bloomfield or the excellent evening, paying tribute Mr. Bloomfield for his chairmanhip. Mr. and Mrs. Bloomfield were hen presented with a pair of silver andlesticks from "the crew of the ship." A smaller ceremony also took place during the evening when the chairman of the transport sub-committee (Mr. E. W. Morley) presented to Mr. and Mrs. Bloomfield, Mr. and Mrs. Banks, and Mr. and Mrs. Tatford, framed photographs of them receiving their presentations from Dr. D. C. Garratt (the Conference chairman), on the stage in Guildhall during the Conference ball. During the evening Mr. P. Flood entertained the guests with a show of conjuring tricks. Mr. A. W. Dempsey (chairman of the entertainments sub-committee) acted as Master of Ceremonies.

SUNDERLAND PRIZE-GIVING

Successful students in 1961

MR. C. Gunn (head of Leicester School of Pharmacy) addressed students of the pharmacy department of Sunderland Technical College on the problems and prospects of the pharmacy student at their annual prize distribution on November 15. The prizewinners were:

Hope C. M. Winch Memorial Scholar-

Hope C. M. Winch Memorial Scholarship: Miss A. G. Harding; Intermediate Course: Middleton prize, Miss J. Gray: First Year Course: Boots prize, Mr. W. J. Irwin; Abbott Laboratories prize, Mr. G. H. Ward; Timothy Whites & Taylors, Ltd., prize, Mr. D. E. Mills; Bleasdale prize, Mr. W. J. Irwin; Sunderland Branch of the Pharmaceutical Society prize, Mr. D. E. Mills; Evans Medical prize, Mr. G. W. Spray; Sunderland Branch of the B.P.S.A. (Chairman's 1953/4 prize), Mr. L. G. Gorman; Second Year Final Course: Boots prize, Miss A. G. Harding; Timothy Whites & Taylors, Ltd., prize, Mr. J. Colclough; Abbott Laboratories prize, Mrs. R. A. Jones; South Shields Pharmacists' Association

prize, Mr. M. A. Ethell; W. R. Clements' prize, Mr. I. A. Irving; Newcastle Branch of the Pharmaceutical Society prize, Mr. John Colclough; G. P. Fairman & Son, Ltd., prize, Miss S. Lee; M. Baum (Wholesale Chemists), Ltd., prize, Miss C. Marwood; Tees-side Branch of the Pharmaceutical Society prize, Mr. R. Bergson; Wilkinson & Simpson, Ltd., prize, Mr. C. F. E. Hotchen; Durham County Branch of the Pharmaceutical Society prize, Miss J. A. Hampson; Sydney A. Gam'en prize, Mr. J. S. Slater; T. D. Whittet prize, Miss A. G. Harding; Mawson & Proctor Pharmaceuticals Ltd., prize, Miss K. M. Hobson; J. C. Penman Memorial prize, Miss E. Harris; Third Year Final Course: Boots prize, Mr. G. Henderson; Pfizer prize, Mr. D. A. Patterson; Timothy Whites & Taylors, Ltd., prize, Miss K. Marshall; Upjohn, Ltd., prize, Miss K. Marshall; Upjohn, Ltd., prize, Mr. W. Breithaupt. General Prizes: N.P.U. Sunderland Branch prize for contribution to the social and cultural life of the College, Mr. D. Melia; Chemist and Druggist prize, Mr. M. J. Walker.

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, DECEMBER 13: Some dealers in Crude Drugs reported a little more activity during the week. The forthcoming holidays may have been responsible for the slightly better business but the quantities of materials ordered tended to be on the small side.

Indian CELERY SEED continued to advance with spot values 15s. a cwt. up on the week. GINGER was held at the previous week's higher level, while other Spices were unchanged. Brazilian MENTHOL lost further ground and Japanese AGAR was easier for shipment. Gum ACACIA was reported to be firmer at the Sudan auctions.

The ESSENTIAL OILS market provided several interesting features. ANISE advanced a further one shilling per lb. for shipment while spot at 11s. 9d, per lb. was up by 1s. 3d. CITRONELLA was dearer by one penny per lb. all round. The shortage of LEMONGRASS continued; prompt shipment quotations reached 22s. 9d. per lb. or more than 50 per cent. up on last December. PALMAROSA has become scarce—shipment quotations went up from 36s. per lb. to 42s. 6d., c.i.f., and doubts were expressed as to whether business could even be done at the higher figure. Brazilian PEPPERMINT was down by threepence on the spot and by ninepence for shipment. CANANGA was also easier at 33s, per lb. (down 2s.).

As forecast three weeks ago, lower periods for DDT was appropried on

prices for DDT were announced on December 12 when several of the patent rights expired. VANILLIN was reduced on the same date by ninepence per lb.

Pharmaceutical Chemicals

p-AMINOSALICYLIC ACID. — So 17s. 6d. pcr kilo for 1,000-kilo lots. SODIUM,

ARECOLINE.—Alkaloid, 51s. per oz.

BARIUM SULPHATE. - B.P., 250-kilo lots, 3s. 3½d. per kilo.

BORAX.—B.P. grade, 1 ton and upwards: Granular, £56 10s.; crystals, £60; powder, £61; extra fine powder, £62 per ton, all in hessian sacks. Commercial from £46 10s. to £52 per ton, as to type and packing. Dehydrated borax is £60 per ton in paperlined hessian bags or £59 in paper bags; carriage paid in Great Britain. Surcharges for smaller quantities: Less than 1 ton but not less than 5 cwt., 1s. per cwt.; 3 cwt., 2s.: 1 cwt., 3s. 2s.; 1 cwt., 3s.

BORIC ACID.—B.P. grade in 1 ton and upwards (per ton): Granular, £91 10s.; crystals, £99 10s.; powder, £97; extra-fine powder, £99 per ton in lined hessian bags, carriage paid in Great Britain. Less £1 per ton if supplied in paper bags. Technical from £77 10s. to £87 per ton according ing to type and packing.

DICOPHANE.—One-ton lots, 2s. 2d. per 1b., delivered U.K.

HEXAMINE.—B.P., 1s, 11½d. per lb. for 1-10n lots. delivered in 1-cwt. kegs. Technical is threepence per lb. less.

Hypophosphites.—Per lb.:-

CAICIUM, B.P.C	7 lb.	28 lb.	1 cwt.
	s. d.	s. d.	s. d.
	6 9	6 4	5 11
	13 9	13 3	12 9
IRON, B.P.C. MAGNES UM MANGANESE, B.P.C. POTASSIUM, B.P.C. SODIUM, B.P.C.	13 9 11 6 13 11 9 3 7 7	13 3 11 1 13 5 8 10 7 2	10 8 12 11 8 5 6 9

PARACETAMOL. — Minimum 10-cwt., 11s. per lb.; 1 ton, 10s. 11d.

CARBONATE. - One-cwt. 1s. $11\frac{1}{2}$ d. per lb. 1-ton, 1s. 8d.

ZINC CHLORIDE. — B.P.C. cake, 7s. per lb.; sticks, 7s. 10d. Technical, 115s. per cwt.

ZINC OXIDE.—Two-ton lots B.P. grade, £95 per ton; 1-ton, £96.

ZINC PEROXIDE. — One-cwt. lots of B.P., 5s. 3d. per ib.

ZINC SULPHATE. — B.P., 1-cwt. lots, 1s. 6d. per 1b.

Crude Drugs

AGAR.—Kobé No. 1, 14s. 4½d. per lb. in bond; shipment, 13s. 9d., c.i.f. Spanish, 14s. 6d., duty paid.

ALOES. — Cape primes, spot, 175s. per cwt.; shipment, 147s. 6d., c.i.f.; extra primes (Mossel Bay), 180s., c.i.f. Curação, spot, 450s.; shipment, 425s., c.i.f.

ANISE.—Chinese STAR, 175s. per cwt., spot.

BALSAMS.—Per lb.: CANADA: Spot, 23s. COPAIBA: Spot and shipment nominal. Peru: Spot, 8s. 4½d. in bond. Tolu (genuine as imported), 35s.; B.P., from 12s. to 17s. 6d. as to analysis.

BELLADONNA.—Herb, 1s. 9d. per lb., in bond. Leaves, 2s. 3d.; shipment, new crop 1s. 10½d., nominal. Root, good testing new-crop nominally, 1s. 9d. landed.

Benzoin. - Sumatra block, spot £20 to £28 as to quality.

Buchu. — Spot new crop, 4s. 6d. per lb.; shipment scarce at 4s. $1\frac{1}{2}$ d., c.i.f.

CALAMUS.—Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CHERRY BARK.—Thin natural, 1s. 9d. per lb.; shipment, 1s. 6½d., c.i.f.

GUM ACACIA. — Kordofan cleaned sorts,

140s. per cwt., spot; December shipment, 130s., c.i.f.

HONEY. — Australian light amber, 107s. to 112s, pcr cwt. and medium amber, 98s. to 102s. Argentine, 125s. to 130s. Jamaican, 115s. to 120s.; Canadian clover, 150s. to 155s., all ex warehouse.

- ANHYDROUS B.P. is from 140s. to 155s. per cwt. in 1-ton lots.

MENTHOL.—Chinese: spot, 57s, per lb., duty paid; afloat, 53s., c.i.f.; shipment, 52s. 6d., c.i.f. Brazilian, 44s. in bond; January-February shipment, 38s., 6d., c.i.f. Formosan, 46s., in bond; prompt shipment, 44s. per lb., c.i.f. Spanish, 50s. 6d. duty paid 50s. 6d., duty paid.

Nux vomica. - Shipment (per cwt.), Cochin, 65s., c.i.f.

per lb.; December shipment, 3s. 2½d., c.i.f. Black Sarawak, spot, 2s. 10d.; shipment, 2s. 7½d., c.i.f. Black Malabar, 400s. per cwt. spot and new crop, shipment, 300s. c.i.f.

PODOPHYLI.UM.—Emodi 190s. per cwt., spot; Peltatum. 435s. per cwt.

SEEDS. — (Per cwt.). Anise.—Cyprian, 235s., spot; Egyptian. 250s., duty paid. Caraway.—Dutch, 157s. 6d., duty paid. Celery. — Indian still advancing, spot, 275s. December–January shipment quoted CELERY. 275s. Dec at 275s, 275s, December-January shipment quoted at 275s, c.i.f. Coriander.—Morocean, 130s., duty paid; Indian bold, 95s., spot; shipment, Morocean, 102s. 6d., c.i.f.; Indian bold, 79s., c.i.f. Cumin.—Iranian, 150s., duty paid; shipment, 120s., c.i.f. Dill.—Indian, 100s., spot; shipment, 82s. 6d., c.i.f. Fennel.—Indian, 105s.,

spot; shipment, 88s., c.i.f. Fenugreek.—Moroccan, 95s., duty paid; shipment, 79s. 6d., c.i.f. Mustard.—English, 65s. to 85s., according to quality.

SHELLAC.—F.O.T.N., 207s. 6d. per cwt.; No. 1, 217s. 6d.; F.O., 235s. to 285s., spot.

SQUILL. — White 75s. per cwt. spot, as to quality.

STRAMONIUM.—Indian LEAVES 60s. Dutch 0.5 per cent. alkaloid, cwt. spot. 93s., c.i.f.

Tragacanth. — No. 1 ribbon, £140 to £145 per cwt. No. 2, £132 10s. to £137 10s.

Vanillin.—Rates (per lb.) are now:—5-cwt. lots, 21s. 6d.; 1-cwt., 21s. 9d.; 56-lb., 22s.; small quantities, 22s. 6d.

So-Ib., 22s.; small quantities, 22s. bd.

Waxes. — (Per cwt.). BEEs'.—Dar-esSalaam, spot, 425s.; shipment, 417s. 6d.,
c.i.f. Abyssinian, 390s. in bond, nominal;
shipment, 375s., c.i.f. Sudanese, spot, 420s.,
nominal, duty paid; shipment, 375s.,
c.i.f. Candelilla, spot, 465s.; Carnauba,
fatty grey, spot, 427s. 6d.; shipment, 415s.,
c.i.f.; prime yellow, spot, 700s. quoted;
shipment, 655s., c.i.f.

Essential and Expressed Oils

Almond.—Moroccan, 6s. 6d. per 1b., duty paid.

Anise.—Chinese, 11s. 9d. per lb., spot; shipment, 11s., c.i.f., nominal.

Bay.—West Indian short on the spot,

prices nominal,

Cananga.—Spot, 33s. per lb.

CITRONELLA. — Ccylon, spot, 6s. 3d.; shipment, 6s. 2d. per lb., c.i.f. Formosan, spot, 8s. 6d., in bond; shipment, 8s. 1d., c.i.f.

DILL.—Imported, 38s. 6d. per lb., spot. EUCALYPTUS.—Spanish, 3s. 3d. to 3s. 6d. per lb. on spot. Chincse, 3s. 3d., all duty paid.

FENNEL.—Spanish sweet, spot, 10s. per lb.

GERANIUM.—Bourbon, 85s. to 95s. per lb. on the spot.

GRAPEFRUIT.—Florida, 18s. per lb.

JUNIPER. — B.P.C. 1949 oil is from 10s. per lb. on the spot. English-distilled, 150s. JUNIPER WOOD, from 5s.

LAVENDER.—French from 20s. to 50s.

per lb. as to quality.

LEMONGRASS.—Spot 23s. December shipment, 22s. 9d. pcr lb., c.i.f.

NUTMEG.—Imported B.P. oil is from 46s. to 90s. per lb. as to source. English distilled, 140s.

OLIVE.—Spot, 19s. to 19s. 6d. per gall. in drums ex wharf: shipment, £190-£205 per 1,000 kilos, f.o.b. Spanish port.

Orange.—Spot quotations of sweet oil include Floridan at 2s. 9d. per lb.; West Indian, 3s. 6d.

PALMAROSA. Spot, 43s. 6d. per 1b.; shipment, 42s. 6d., c.i.f.

PEPPERMINT. — Arvensis: Chinese spot, 27s.; shipment, 25s., c.i.f. Brazilian spot, 15s. 9d.; shipment, January-February, 14s. 3d., c.i.f. Piperita: Italian, 48s. per lb., spot nominal; shipment new crop, upwards of 60s, for best oil asked. American from 28s. to 30s. per lb. as to make.

ROSEMARY.—Spanish is 9s. 3d. per lb. on the spot for best quality.

Rue.—Spanish is 20s, per lb. spot.

SASSAFRAS.—Brazilian is from 3s. 9d. per lb., duty paid.

SPEARMINT —American oil on the spot 30s. per lb

Tangerine.—From 35s. to 40s. per 1b. as to quality.

WORLD TRADE

Australia Purchasing Vaccine. Australia has received a large batch of Canadian anti-polio vaccine recently supplement her stocks and accordng to the Federal Health Ministry he country is trying to get as much accine as possible from overseas to atisfy her requirements.

Venezuelan Imports of Sodium Siliate.—By joint decree of the Venezue-an Ministries of Finance and Econonic Affairs the importation of sodium ilicate has been made subject to prior mport licence, and is applicable to onsignments whose consular invoices re dated after October 23.

Turpentine From Nicaragua. -Vicaraguan timber firm is to install a urpentine factory near Puerto Cabezas, sing raw materials from locally-grown sing taw materials from focally-grown being trees. The project will cost an stimated U.S. \$1\frac{1}{2}\$ million, to be manced partly by the Instituto de comento Nacional.

Gelatin Agreement with Argentina.in agreement has been concluded beween P. Leiner & Sons, Ltd., Treforest, and the Stauffer Argentina S.A.I.C., whereby Messrs, Leiner will supply the "knowow" to Messrs. Stauffer for the prouction of ossein gelatin in the Argenne on a royalty basis. Building of the ew plant at Buenos Aires is already rell advanced and production is expected to commence in January 1962.

1 dessrs. Leiner have also agreed to prode the Argentine company with the omplete details and design of their one degreasing process at the Doncas-r works of Leiner-De Mulder, Ltd., in turn for which the British company ill be supplied with degreased crushed one. Orders for the crushers and cenifuges for the Argentine plant, have ready been placed in Britain. Stauffer rgentina, S.A.I.C., which owns Gelanas Argentinas, S.A., is a subsidiary the Stauffer Chemical Co., New ork.

PRINT AND PUBLICITY

PUBLICATIONS **Booklets and Leaflets**

CAMBRIDGE INSTRUMENT CO., LTD., 13 Grosvenor Place, London, S.W.1: Rocking microtomes; Humidity instruments—illustrated booklets.

GRIFFIN & GEORGE, LTD., Ealing Road, Alperton, Wembley, Middlesex: Griffin-Citenco and other stirring motors. Pp. 6.

11 FORD, LTD., Ilford, Essex: "Have you heard about 11 ford Hyfin?"—2-p, leaflet for counter

display,
1MPERIAL CHEMICAL INDUSTRIES, LTD. (Heavy Organic Chemicals division), Billingham, co. Durham; Plasticisers from 1.C.I. "oxo" alcohols, Pp. 20; Preparation of phthalate ester plasticisers, Pp. 10,

Catalogues

ELGA PRODUCTS, LTD., Lane End, Bucks: Inter-

national catalogue of deionisers, Pp. 25,
GALE & MOUNT, LTD., Commerce House, Commerce Road, Brentford, Middlesex: Perfume

Compounds for general perfumery and cosmctics, Pp. 20.

G.B. FILM LIBRARY, 1 Aintree Road, Perivale, Middlesex: Movie-pak catalogue, Pp. 54.

NUCLEAR ENTERPRISES (G.B.), LTD., Sighthill, Edinburgh: Catalogue of scintillators, low level counting installations and nucleonic instruments.

P. PAYNE & SONS, LTD., Haydn Road, Nottingham: New range of specialised packaging and labelling products, Pp. 26.

Periodicals

CAMERA INDUSTRIES OF WEST GERMANY, 17 East 45th Street, New York, 17, N.Y., U.S.A.:

Camera News. Vol. 3, No. 3, October. Pp. 8.

JOSEPH CROSFIELD & SONS, LTD., Warrington,
Lancs: Silicate News. Vol. 1, Pp. 4.

HILGER & WATIS, LTD., 98 St. Pancras Way, London, N.W.1: Hilger Journal. Vol. 6, No. 4. September. Pp. 76.

IMPERIAL CHEMICAL INDUSTRIES, LTD., Imperial

Chemical House, Millbank, London, S.W.1:
1.C.I. Magazine, No. 299, November, Pp. 30.

ODAK RESEARCH LABORATORIES, EASTMAN
KODAK CO., Rochesier, N.Y., U.S.A.:
Monthly Abstract Bulletin, Vol. 47, No. 10. Kodak Pp. 40.

ROCHE PRODUCTS, LTD., 15 Manchester Square, London, W.1: The Rache Courier, Vol. 27, No. 11, Pp. 4.

SQUIBE INTERNATIONAL, 460 Park Avenue, New York, 22, N.Y., U.S.A.; Medical abstract service, Vol. 1, No. 1, Pp. 18,

UNITED KINGDOM ATOMIC ENERGY AUTHORITY, 11 Charles II Street, London, S.W.1: Atam. No. 61. November. Pp. 16,

DISPLAY MATERIAL

COUNTY LABORATORIES, LTD., Beecham House West, Great West Road, Brentford, Middlesex: Floor bin topped by four compartments to take shampoos, Brylcreem, Vosene, In royal blue with tray and headboard in red.

KIMBERLY-CLARK, LTD., Larkfield, Maldstone, Kent: Tubular metal "merchandiser," floor-Maidstone, standing, to dispense up to fifteen boxes of

Kleenex for Men.
RAYWARP TEXTILES, LTD., Alfred Street North,
Nottingham: Coloured slot-in showcards with
each dozen "glamour hoods," "showerproof
hoods" and "cosy hoods,"



ON TELEVISION: Final scene from the currently running pre-Christmas TV spot for Trugel, showing the product's specially designed

PRESS ADVERTISING

Booklets and Leallets

CUXSON, GERRARD & CO., LTD., Oldbury, Birmingham: Sylvia sanitary towels, In Waman, DOMESTOS, LTD., College Works, Albion Road, Newcastle-on-Tyne: SqEzy. In Daily Express, Daily Mirrar, Londan Evening News and Evening Standard, 177 Provincial papers, women's magazines, Radia Times, T-V Times, Look Westward, The Viewer.

FRYER & Co. (Nelson), Ltd., Victory Factories, Nelson, Lancs: Victory V lozenges and gums. In Daily Express, Daily Herald. T-V Times, News of the Warld, Peaple, Glasgaw Sunday Post

GILLETTE SAFETY RAZOR CO. (division of Gilletto Industries, Ltd.), Great West Road, Isleworth. Middlesex: Gillette razors and shaving brushes.

In Daily Express.

GOLDEN, LTD., 7 Grosvenor Street, London,
W.1: Color-Glo. In Daily Mirrar, Sunday Pic-

torial, nine women's magazines.

KIMBERLY-CLARK, LTD., Larkfield, Maidstone, Kent: Kotex sanitary towels. In Waman, Woman's Own.

MONOGRAM ELECTRIC, LTD., Gatwick Road, Crawley, Sussex: Monogram G.U.1 underblanket, In Daily Mail, with 10s. coupon.

PIFCO, LTD., Pifco House, Watting Street, Man-chester, 4: Pifco appliances. In Sunday Ex-

THE MURPHY CHEMICAL CO., LTD., Wheathamp-stead, St. Albans, Herts: "Get away to a clean start"—tar oil and DNC/petroleum products, Pp. 4,

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion,

Monday, December 18

PESTICIDES GROUP, SOCIETY OF CHEMICAL INDUSTRY, 14 Belgrave Square, London, S.W.1, at 5.30 p.m. Presentation of a paper on "The Mothproofing of Wool."

Wednesday, December 20

BOURNEMOUTH BRANCH. PHARMACHUTICAL SOCIETY, the Pavilion, Bournemouth, at 8 p.m. Christmas

COMMERCIAL TELEVISION

Figures in the columns represent number of appearances of the product during the week,

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TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," November 29 For perfumes, non-medicated toilet preparations

and cosmetics (3) FATH DE FATH, B819,012, by Les Parfums

Jacques Fath, Bois-Colombes (Seine), France. For moth-repellants and moth-destroying prepara-

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For pharmaceutical preparations for the treatment of coughs (5)

COVON1A, 823,857, by Thornton & Ross, Ltd., Linthwaite, Huddersfield, Yorks,

For insecticides, fungicides and weed-killing preparations (5)

SAFICIDE, 825,279, by Plant Protection, Ltd., Lendon, S.W.1.

For cameras and projectors, all being cinematographic and incorporating sound-recording or sound-reproducing equipment, and parts and fit-tings; cinematographic sound film prepared for exhibition; exposure meters; electronic apparatus for automatic control of sound film devices; and prepaid mailing containers for processed film (9)
Device with word CINE PHONIC, 809,128,
by Fairchild Camera and Instrument Corpora-

tion, Syosset, New York, U.S.A.

From the "Trade Marks Journal," December 6

For toilet preparations (not medicated) (3) SWEET YOU, 817,947, by Mayborn Products, Ltd., London, S.E.26.

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worth, New Jersey, U.S.A.
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tralisers (hair preparations) and shampoos (3)
PETAL DOWN, 823,632, by Rayton, Folkestone, Kent.

For perfumed deodorant preparations for personal use (5)

BODY MIST, 799, 195, by County Laboratories, Ltd., Brentford, Middlesex,

For pharmaceutical preparations and substances for use in diagnosing and testing for rheumatic

ailments (5)
RHUMARTEST, B809,061, by Ames Co., Inc., Elkhart, Indiana, U.S.A.

For pharmaceutical and veterinary preparations for use in the treatment of staphylococcal infections (5)

STAPHSTATIN, 813,663, by Chas, Pfizer & Co., Inc., Brooklyn, New York, U.S.A.

For pharmaceutical substances for use in the treatment of vertigo (5)

EQUIVERT, 813,664, by Chas. Pfizer & Co., Inc., Brooklyn, New York, U.S.A. For pharmaceutical preparations for the treatment

of cardiac arrhythmia (5)

CARDIOQUIN, 816,405, by Mundipharma,

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GABROMICINA, 818,623, by Società Farmaceutici Italia, Milan, Italy.

For central-acting blood-pressure-lowering agents

CAPLA, 820,287, by Carter Products, Inc., New York, U.S.A,

For pharmaceutical preparations and substances for veterinary use in the treatment of conditions of the ear (5)

SEBUMOL, 820,953, by Willows Francis, Ltd., London, E.8, and Epsom, Surrey.

pharmaceutical preparations for use in the

treatment of varicose veins (5) VE1NOCURAN, 821,209, by Knoll, A.G., Ludwigshafen-on-Rhine, Germany.

For pharmaceutical preparations and substances for human and veterinary use (5)

DESFERINE, 823,116, by CIBA, Ltd., Basle, Switzerland.

For all goods (5)

MEPROFOR, 824,070, by Franco Indian Pharmaceuticals Private, Ltd., Bombay, 18, India. COOPACILLIN, 824,456, by Cooper, McDougall & Robertson, Ltd., Berkhamsted, Herts. ACTIFEDON, 824,852, by Wellcome Founda-tion, Ltd., London, N.W.I. LYCLON, SYBRON, 825,562-63, by Parke, Davis & Co., Detroit, 32, Michigan, U.S.A., and Hounslow, Middlesex, CONTRANID, CONTROCOL, Middlesex, CONTRANID, CONTROCOL, 825,604-05, by The British Drug Houses, Ltd., London, N.1,

For-pharmaceutical, veterinary and sanitary substances: disinfectants: preparations for killing weeds and destroying vermin and rodents; insecticides and germicides (5)

GAMATOX, 824,190, by Cooper, McDougall & Robertson, Ltd., Berkhamsted, Herts.

For pharmaceutical preparations and substances

PHARILS, 824,482, by Winthrop Group, Ltd., Surbiton, Surrey.

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For pharmaceutical preparations for human and veterinary use, sanitary substances, medical and surgical plasters, materials prepared for bandaging, disinfectants and antiseptics (5)

PERTOFRAN, 825,564, by J. R. Geigy, S.A., Basle, I6, Switzerland,

For pharmaceutical preparations (5) CHELAVERD, 825,583, by J.P.M. Pharmaceu-

ticals, Ltd., London, S.W.19.

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PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

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Vaccines. Glaxo Laboratories, Ltd. 888,180, Vitamin containing compositions and methods of producing them, Commercial Solvents Corporation, 887,813.

Pharmaceutical preparations, Upjohn Co. 887,872. Medicinal coating compositions, Upjohn Co, 887,682.

Preserving or sterilising preparations, CIBA, Ltd. 887,685.

Medicinal tablet, W, W. Triggs (Wander Co.). 888.038.

Anthelmintic compositions containing dithiazanine iodide, General Aniline and Film Corporation, 887,757.

Process for the manufacture of dry particulate products, F. Hoffmann-La Roche & Co., A.G. 887.901.

Production of trivalent live poliomyelitis vaccine. American Cyanamid Co. 888,171.

Coating for medicaments, Tanabe Seiyaku Co., Ltd. 888,131.

Substituted urea compounds, Upjohn Co. 887,886. Podophyllic acid derivatives and process for their production, Sandoz, Ltd. 887,817.

Indole derivatives. Labo Chimiotherapie, 887,914. Laboratoires Français de

Benzo-1:3-thiazinediones-(2:4), Karl Thomae, G.m.b.H. (F. B. Dehn), 887,700. Preparation of α - β , δ - ϵ -unsaturated carboxylic de-

rivatives. Montecatini Société Generale pe l'Industria Mineraria e Chimica, 888,162. Yohimbane compounds. Laboratoires

887 664

Preparation of members of the tetracycline series American Cyanamid Co. 887,671.

Process for preparing the antibiotic cycloheximid and its isomer by fermentation. Tanabe Seryaku Co., Ltd., and S. Umezawa. 887,825.

of aliphatic alcohols. Distillers Co. Ltd. 887,678.

Manufacture of animonium sulphate. Imperia Chemical Industries, 888,031,

Production of symmetrically substituted conju gated hexatrienes and their vinylogues, Badisch Anilin- and Soda-Fabrik, A.G. 887,686. Production of β -picoline, Distillers Co., Ltd.

887.688. Tetracycline amides. American Cyanamid Cc

887,754. Unsaturated aldehydes of the vitamin A series

Farbenfabriken Bayer, A.G. 887,819. Manufacture of carotenoid preparations. F. Hoff

mann-La Roche & Co., A.G. 887,883.

Antibacterial agents, Beecham Research Labora

tories, Ltd. 888,110. Conversion of steroidal α:β unsaturated ketone to olefines. National Research Developmen

Corporation, 887,706. Cyclopentanophenanthrene derivatives. S.A. 887.721.

Steroids, Scherico, Ltd. 887,814,

4-methyl-3-oxo-△4-steroids, British Drug Houses Ltd. 888,165.

Process for the preparation of 6a-methyl-16 methylene steroids. British Drug Houses, Ltd 887 861

16-methylene steroids, British Drug Houses, Ltd 887.684 Dihydroxy steroids, American Cyanamid Co

887 748.

Steroids, Scherico, Ltd. 887,815.

Indicator strip. Warner-Lambert Pharmaceutica Co. 888,039. Thiophosphoric acid esters, American Cyanami

Co. 887,676. Exodicyclopentadiene dioxide. Union Carbide Cor

poration, 887,778. Electrophoresis apparatus, Sandoz, Ltd. 888,028

Surgical dressing, J. S. Robins, 887,844.

Portable water-distillation apparatus. Plastics, Ltd. 887,949. British patent specifications are obtainable (prior

4s, 6d, each) from the Patent Office, 23 Southamton Buildings, Chancery Lane, London, W.C.2

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals PARAINFLUENZA VIRUS TYPE 3. Inoculation with

J, Amer, med, Ass., November 11. ORAL POLIOVIRUS VACCINE, Immunisation with

J. Amer. med. Ass., November 18.

MECHLORETHAMINE AND AB 100, Studies in the pharmacodynamics of, J. Amer. med. Ass. November 18.

DEHYDROGENASE ISOENZYMES, Clinical application oi. Lancet, December 9.

CYCLOPHOSPHAMIDE in treatment of disseminated malignant disease. *Brit. med. J.*, December 9. NITROGEN MUSTARD, High-dose therapy with inter-

mittent aortic occlusion, Brit. med, J., December 9. VENTURICIDIN: a new antifungal antibiotic of

potential use in agriculture. Nature, December 9.

OESTROGENS. Response of the reticulo-endothelial system to stimulation with. Nature, December 9.
"MICROSPOT" TEST for antigens and anti-

bodics. Nature, December 9.

VOLATILE MUSTARD OILS of brassica juncea seeds. Nature, December 9.

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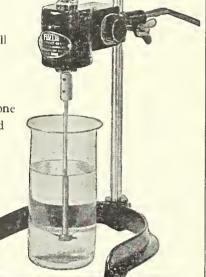
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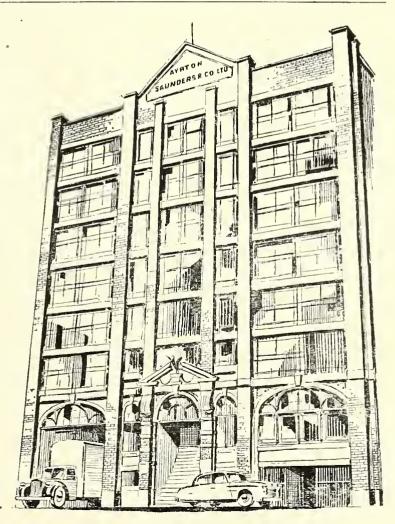
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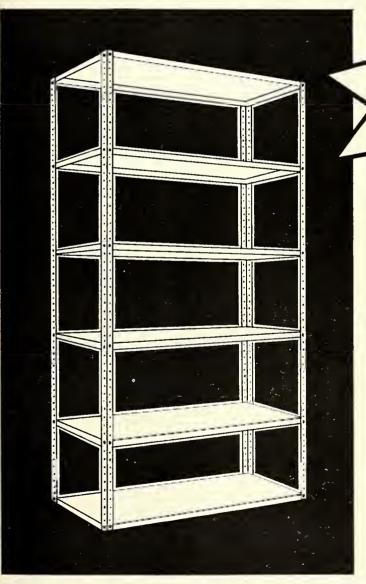
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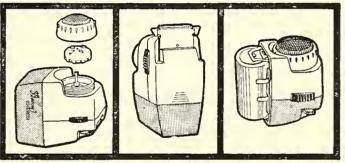
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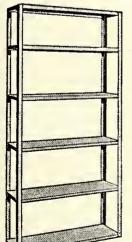
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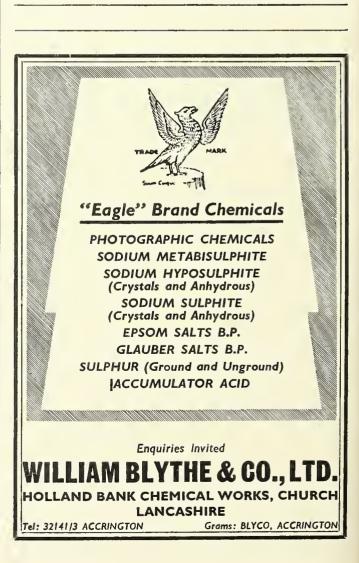
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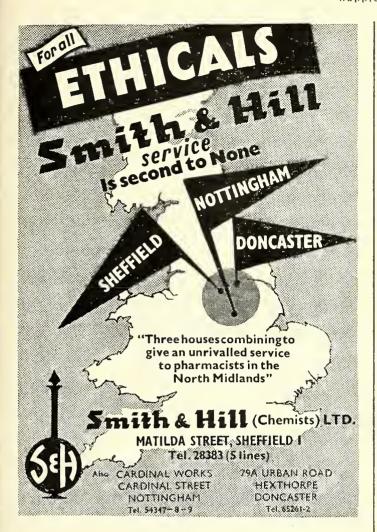
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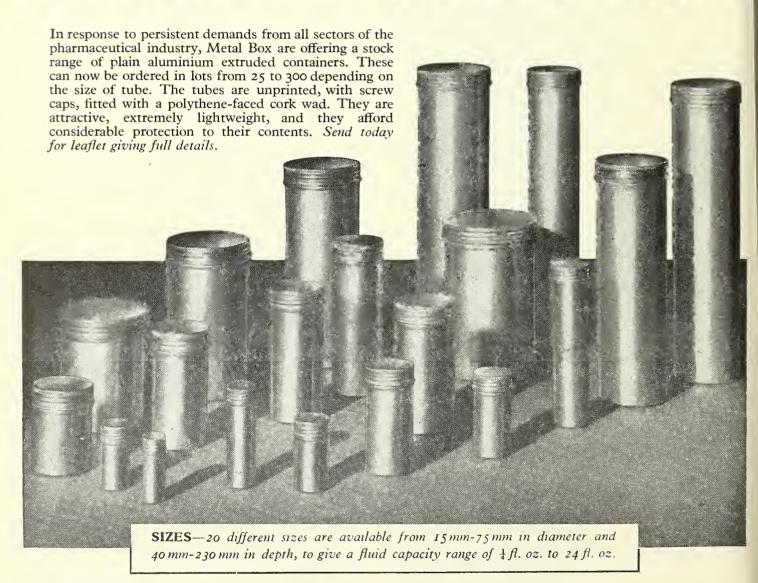
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C 7076

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MANAGEMENT COMMITTEE

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annuable.

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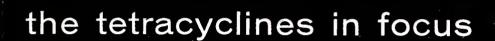
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